

FIG. 1A

مستند شده به تاریخ ۱۳۹۵/۱۱/۱۵
 (۱۳۹۵/۱۱/۱۵)

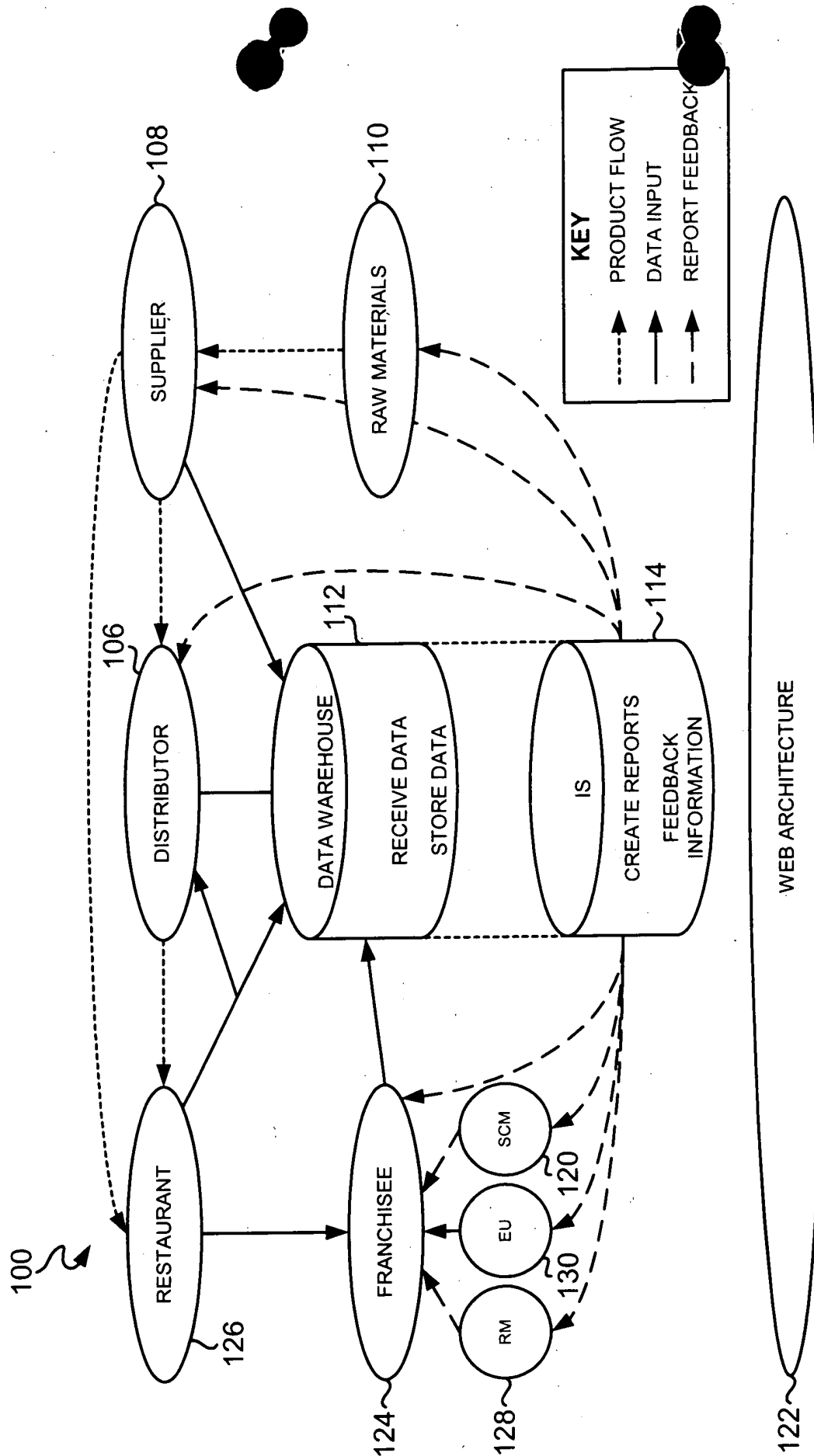


FIG. 1B

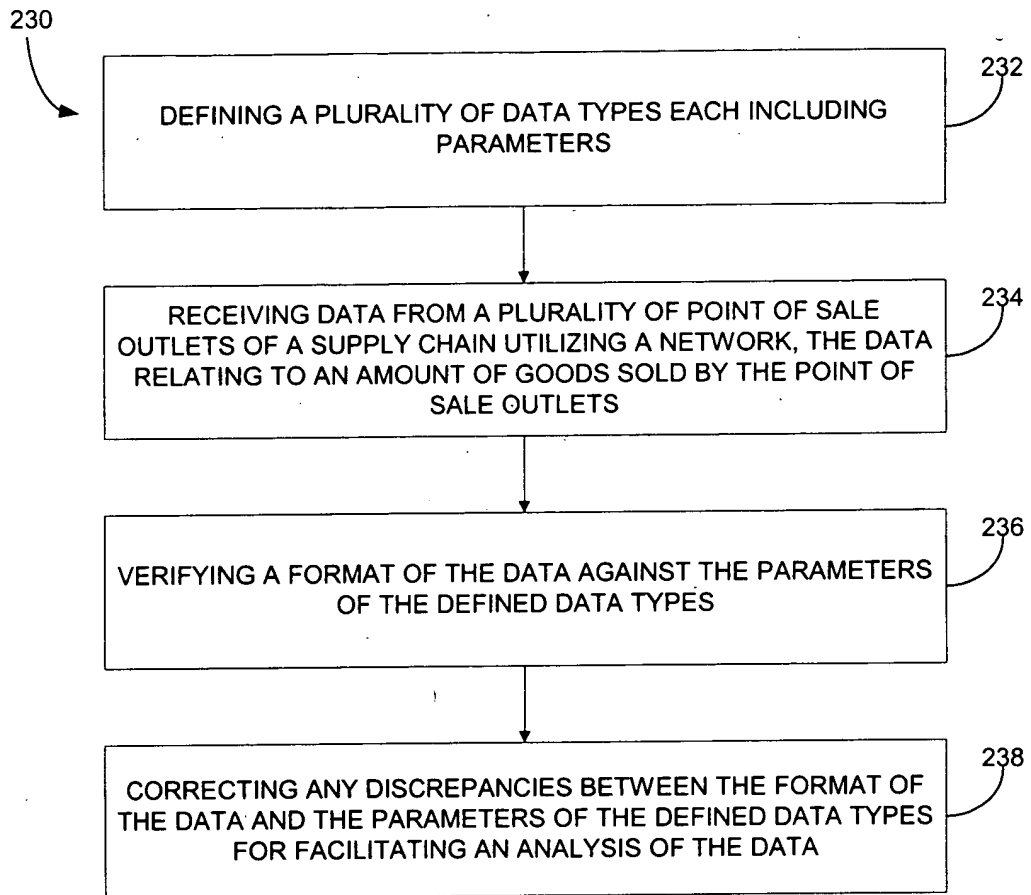


FIG. 2

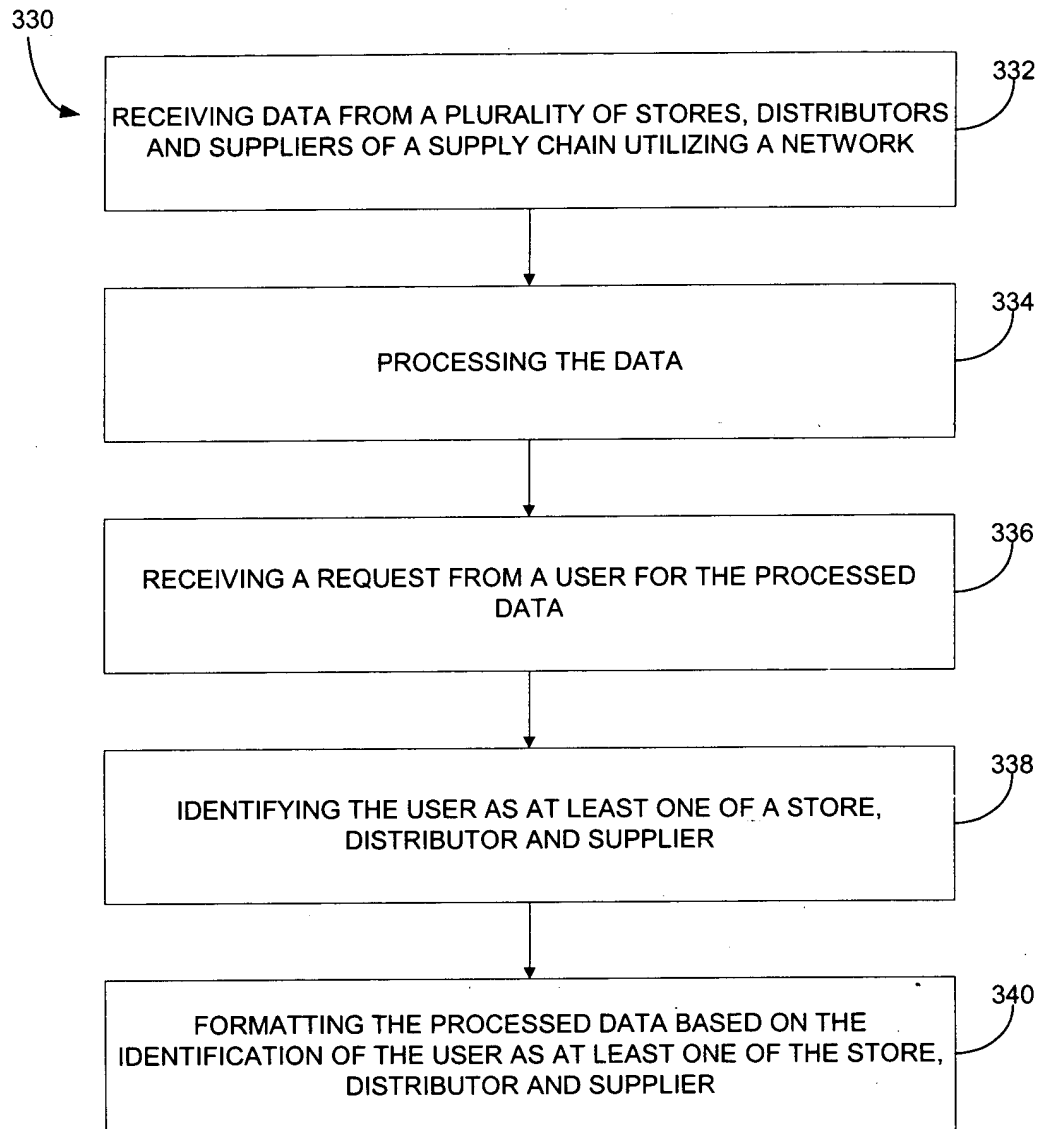


FIG. 3

400

410

406

402

404

08

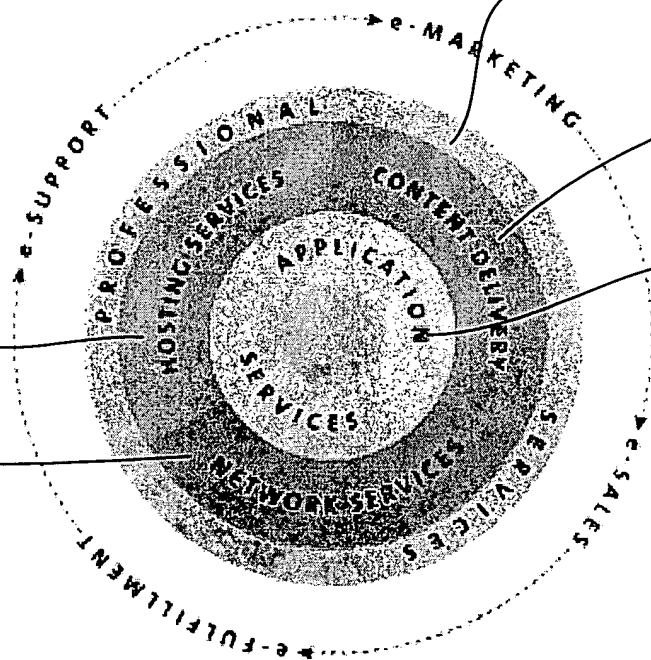


Fig. 4

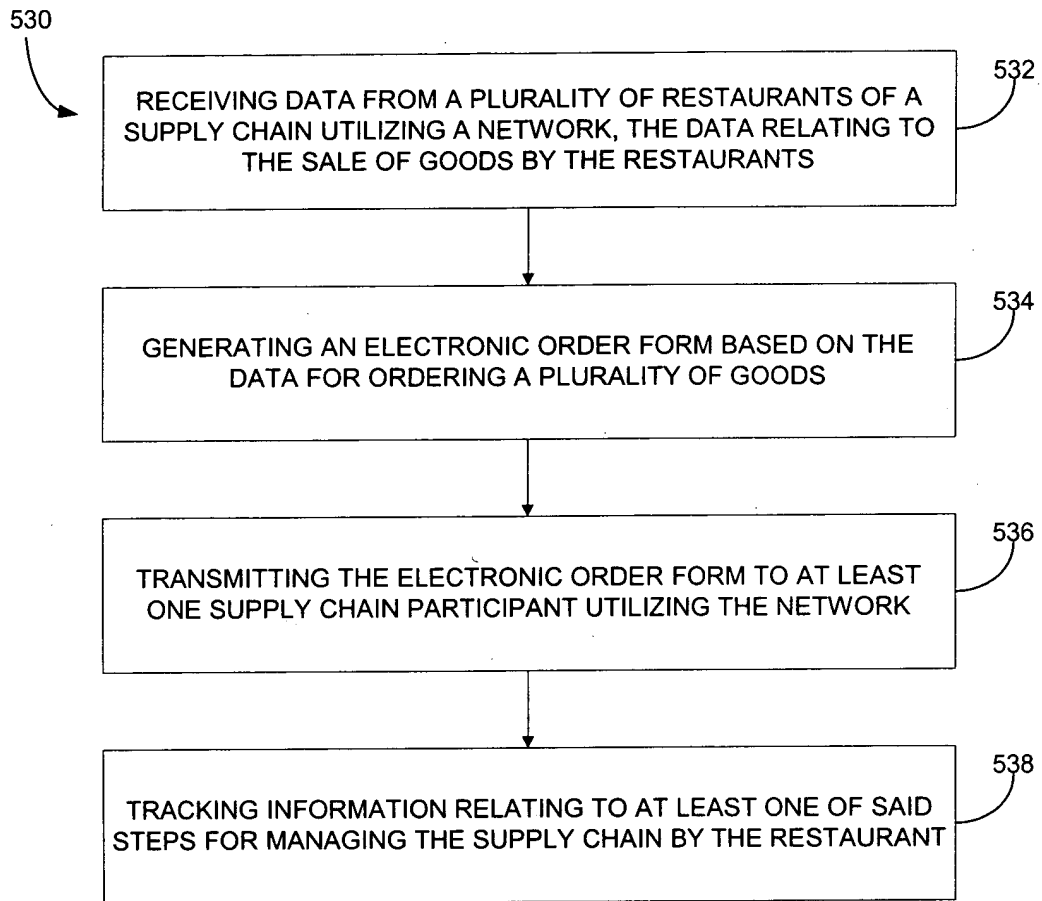


FIG. 5

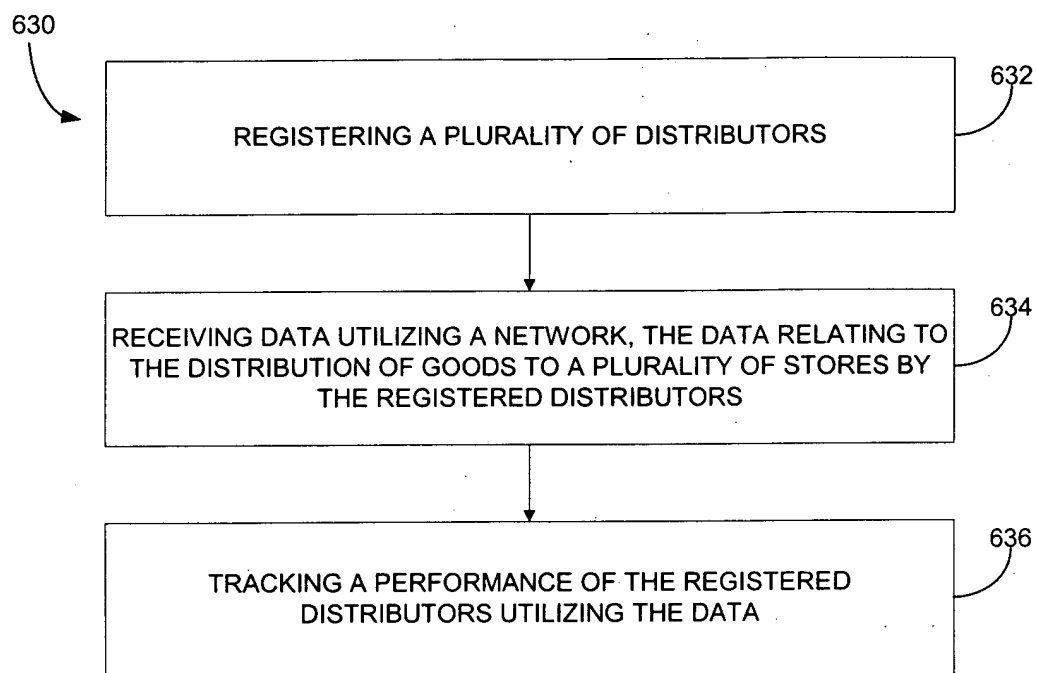


FIG. 6

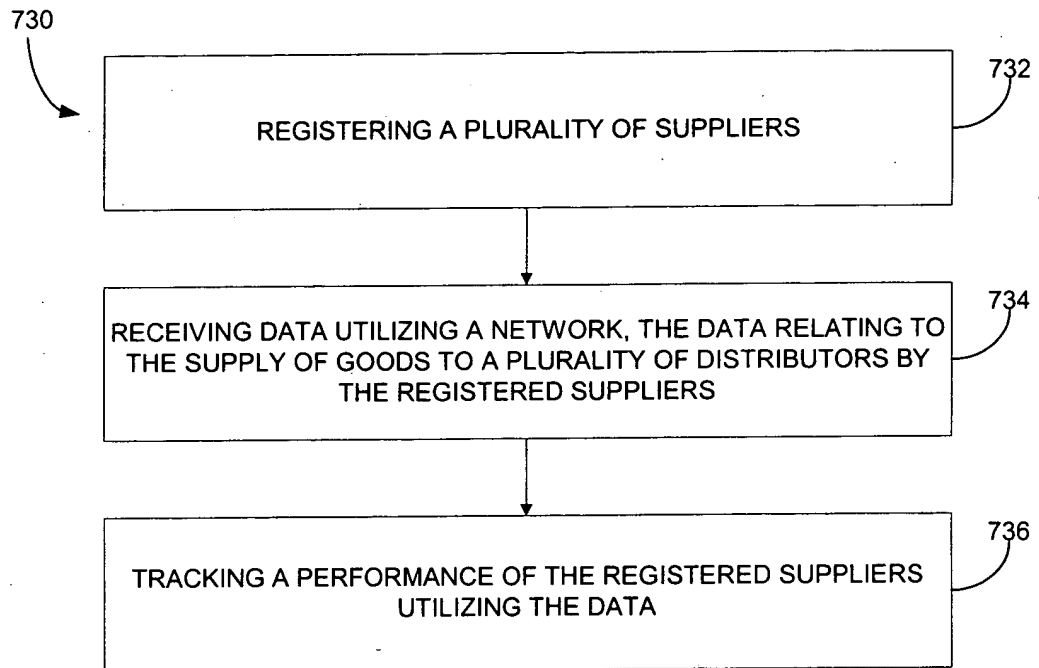


FIG. 7

830

REGISTERING A PLURALITY OF DISTRIBUTORS AND SUPPLIERS
EACH IN ONE OF A PLURALITY OF MARKETPLACES, WHEREIN
EACH MARKETPLACE INCLUDES THE SUPPLY AND DISTRIBUTION
OF AT LEAST ONE OF A PLURALITY OF GOODS USED BY A
PLURALITY OF STORES

832

RECEIVING DATA UTILIZING A NETWORK, THE DATA RELATING TO
THE DISTRIBUTION AND SUPPLY OF GOODS TO THE STORES BY
THE REGISTERED DISTRIBUTORS AND SUPPLIERS IN EACH OF
THE MARKETPLACES

834

PARSING THE DATA BASED ON MARKETPLACES

836

TRACKING A PERFORMANCE OF THE REGISTERED
DISTRIBUTORS AND SUPPLIERS IN EACH OF THE MARKETPLACES
UTILIZING THE DATA

838

FIG. 8

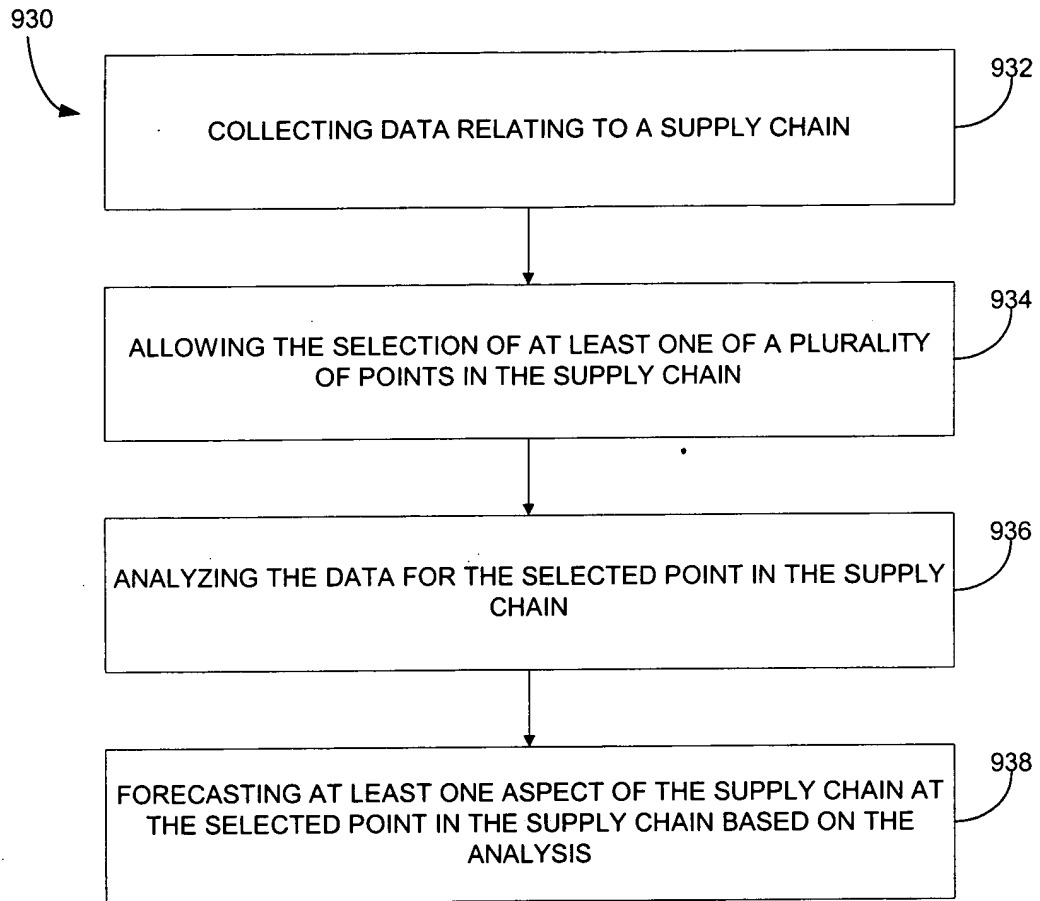


FIG. 9

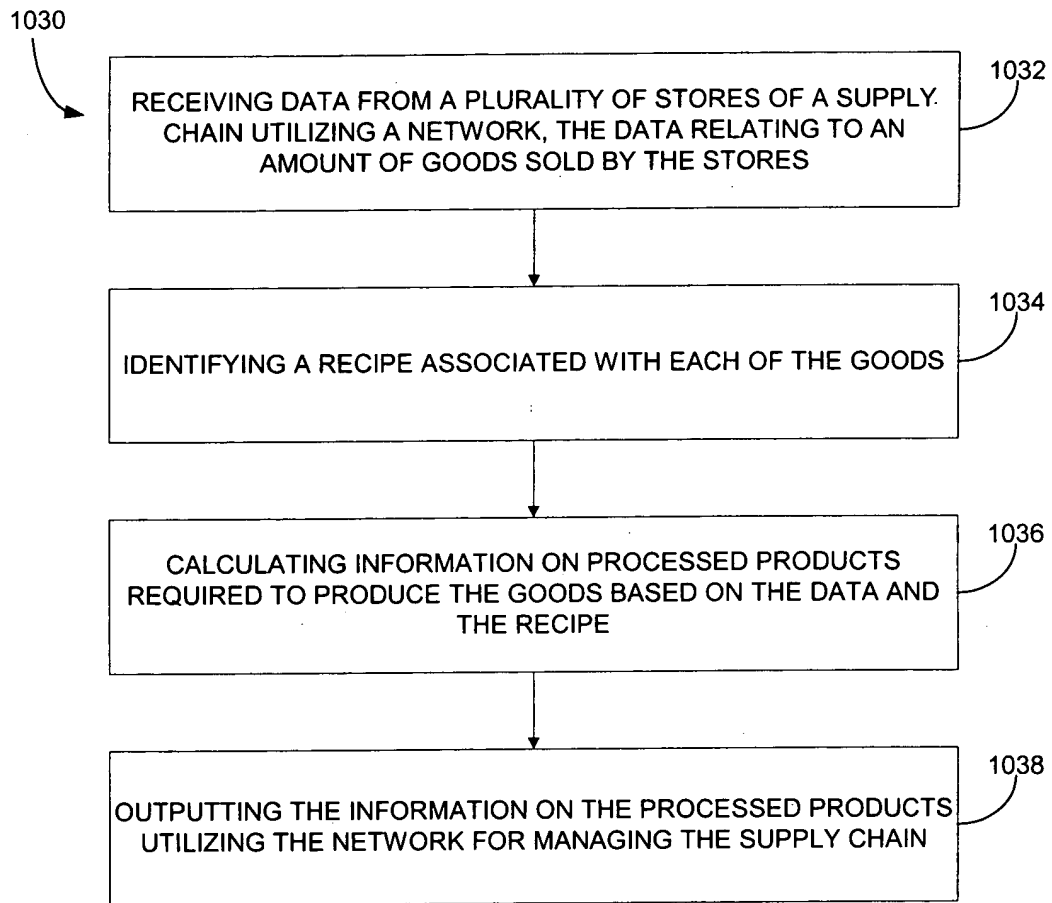


FIG. 10

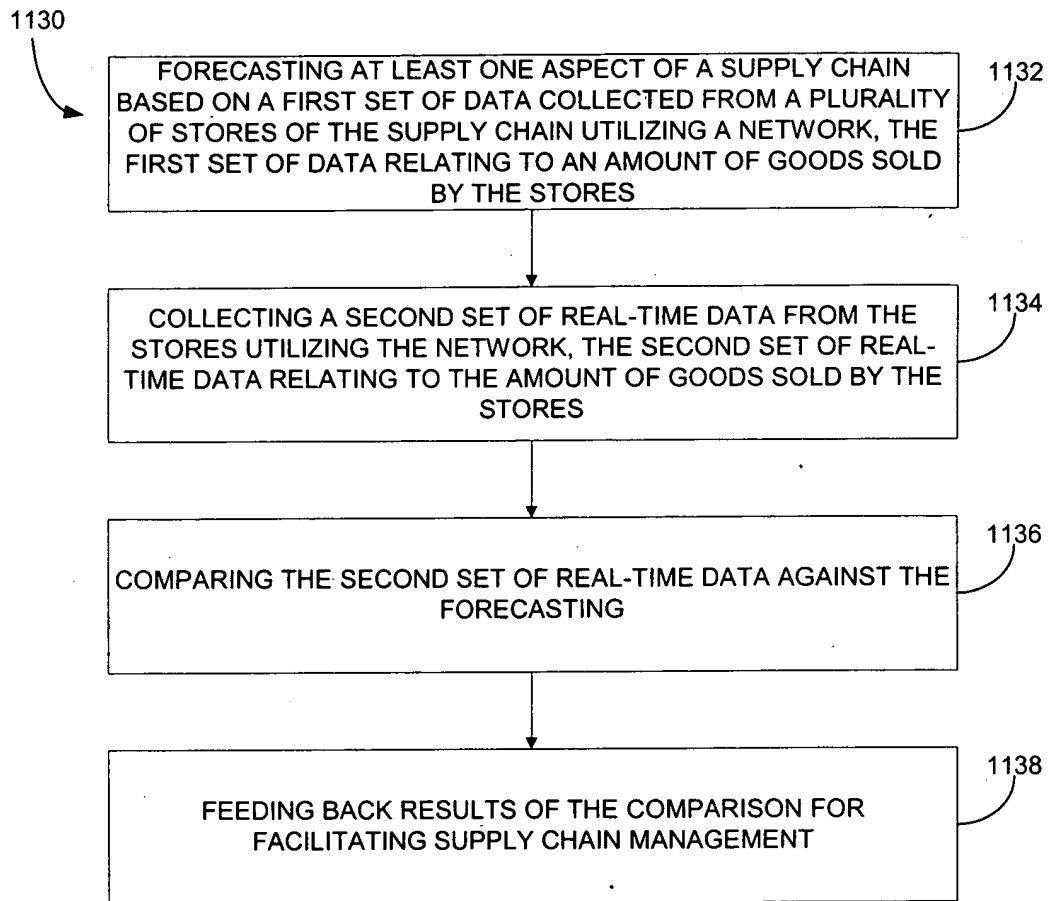


FIG. 11

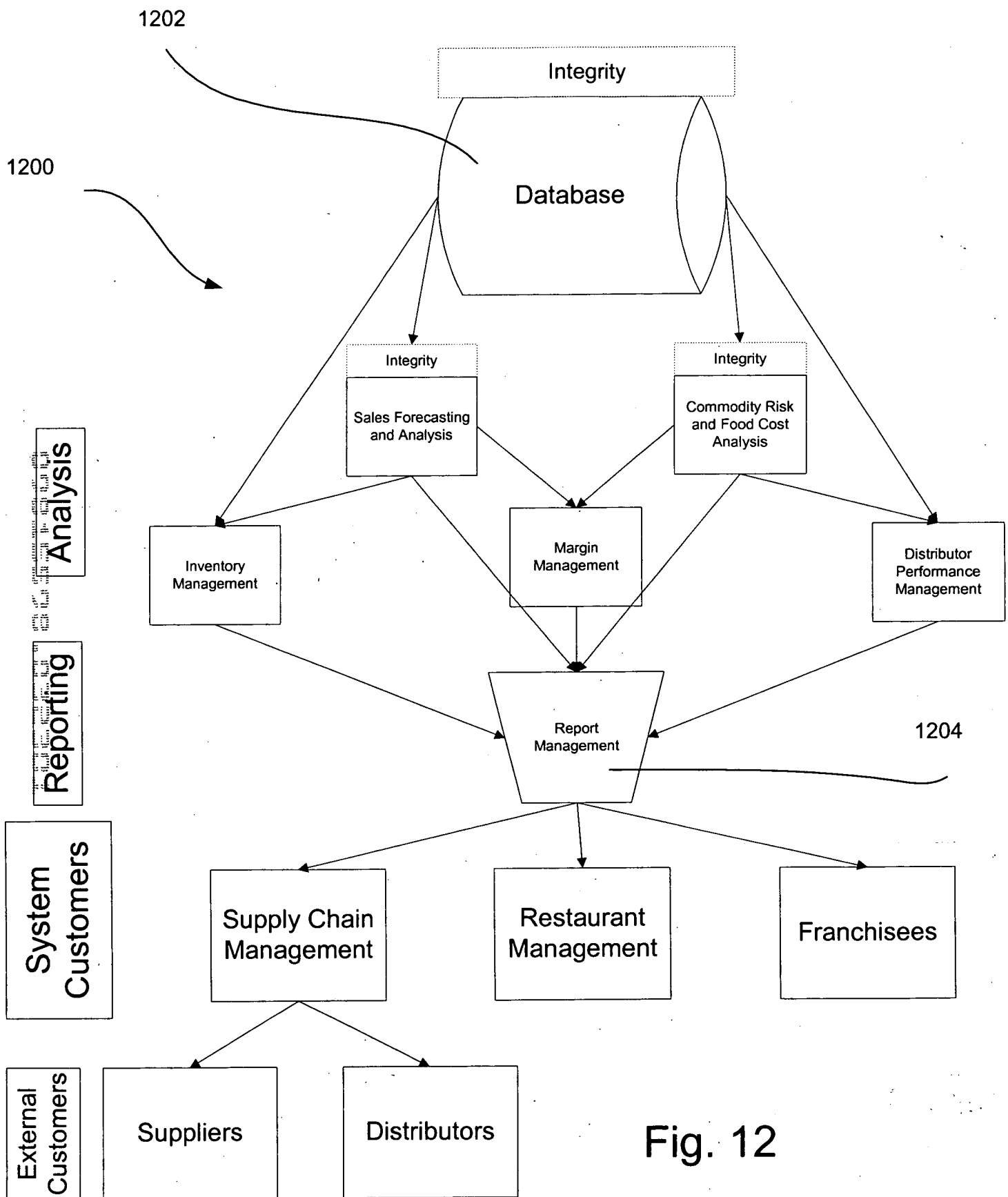


Fig. 12

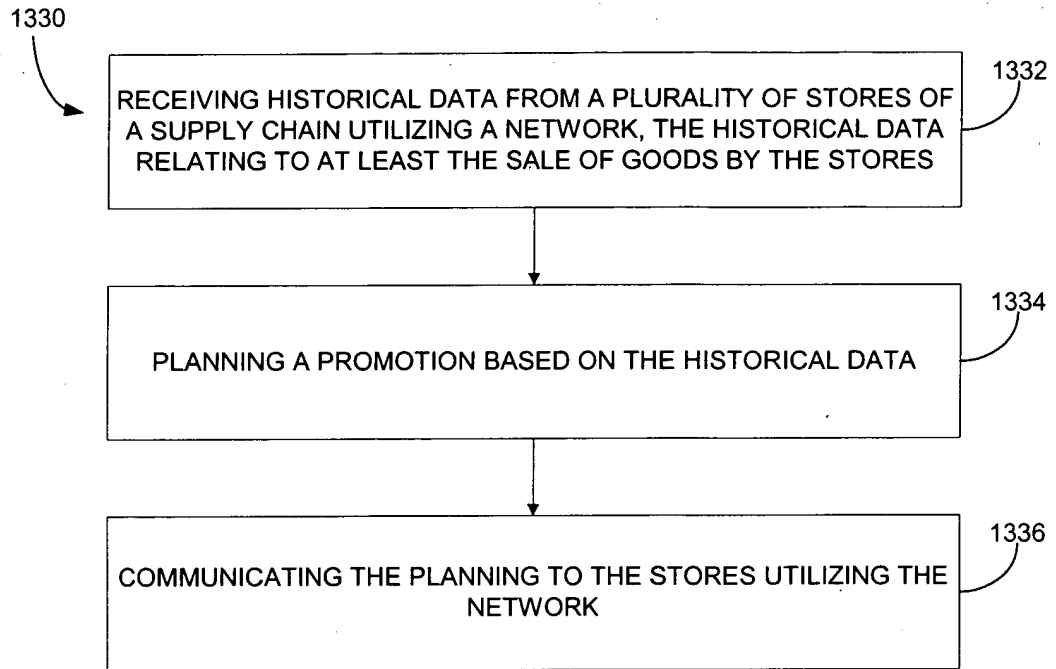


FIG. 13

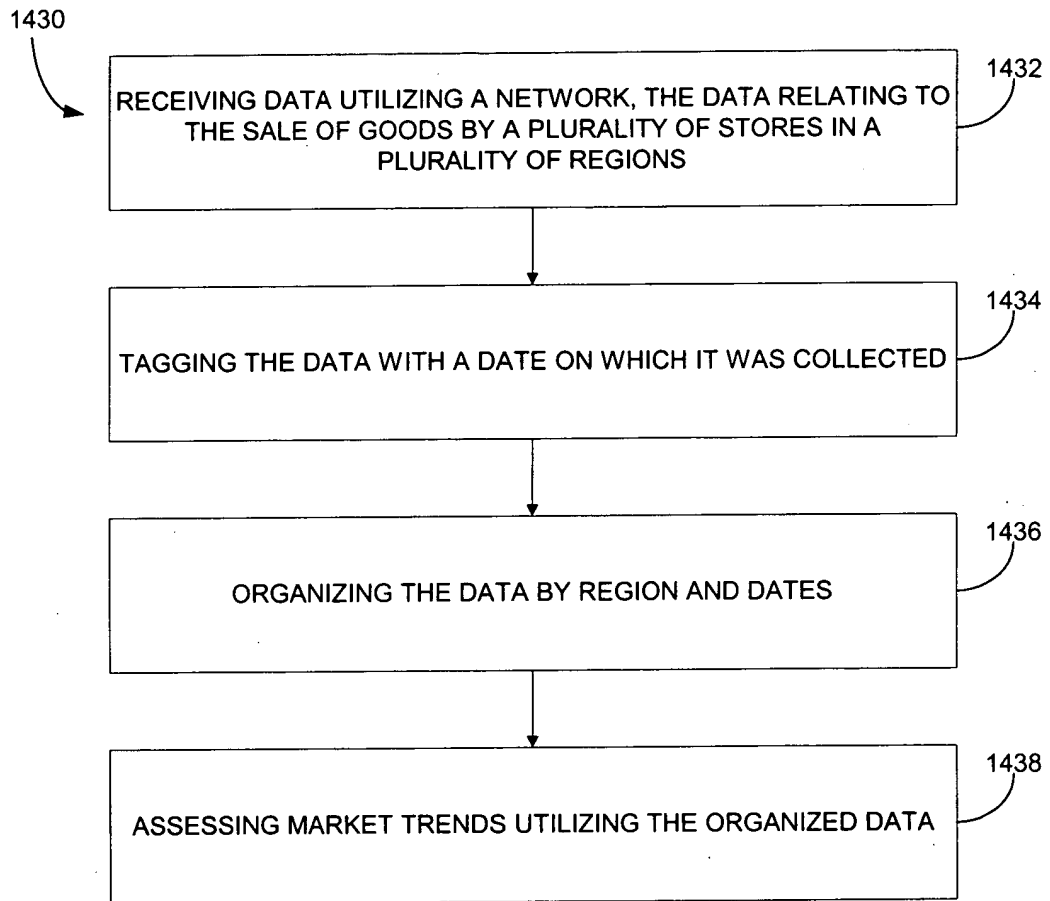


FIG. 14

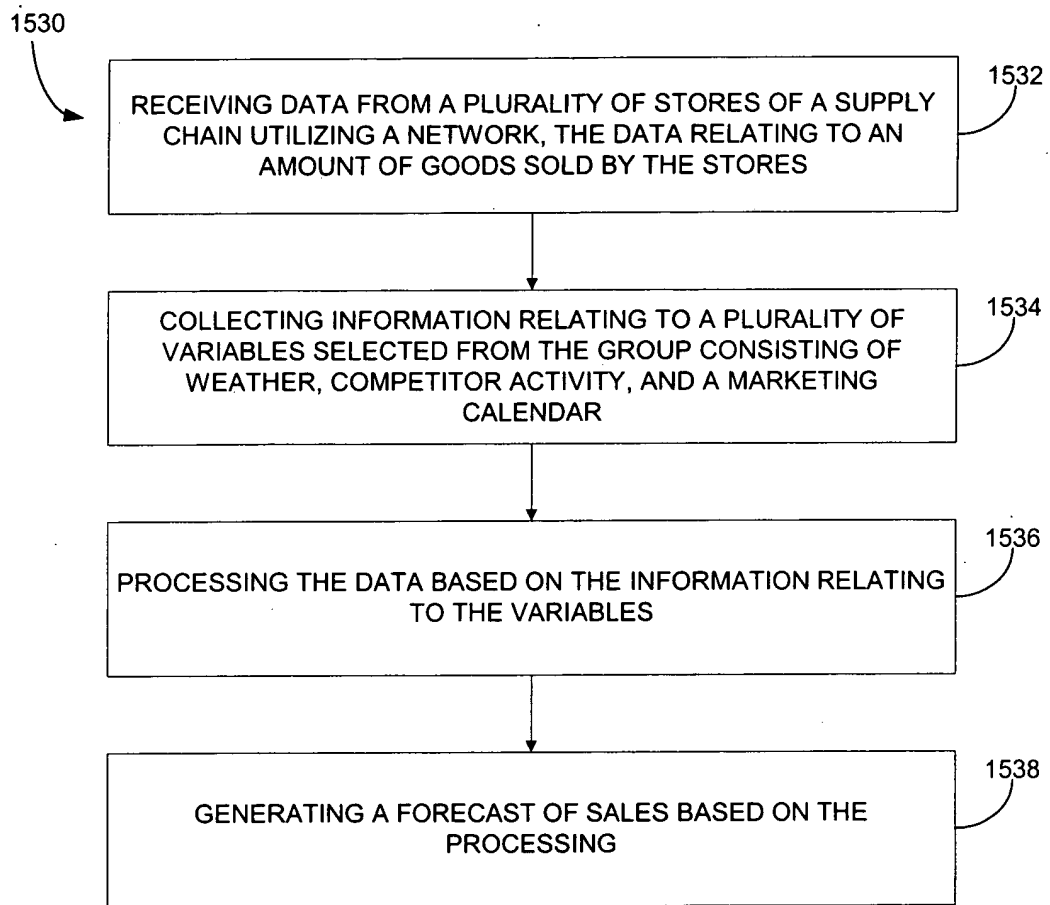


FIG. 15

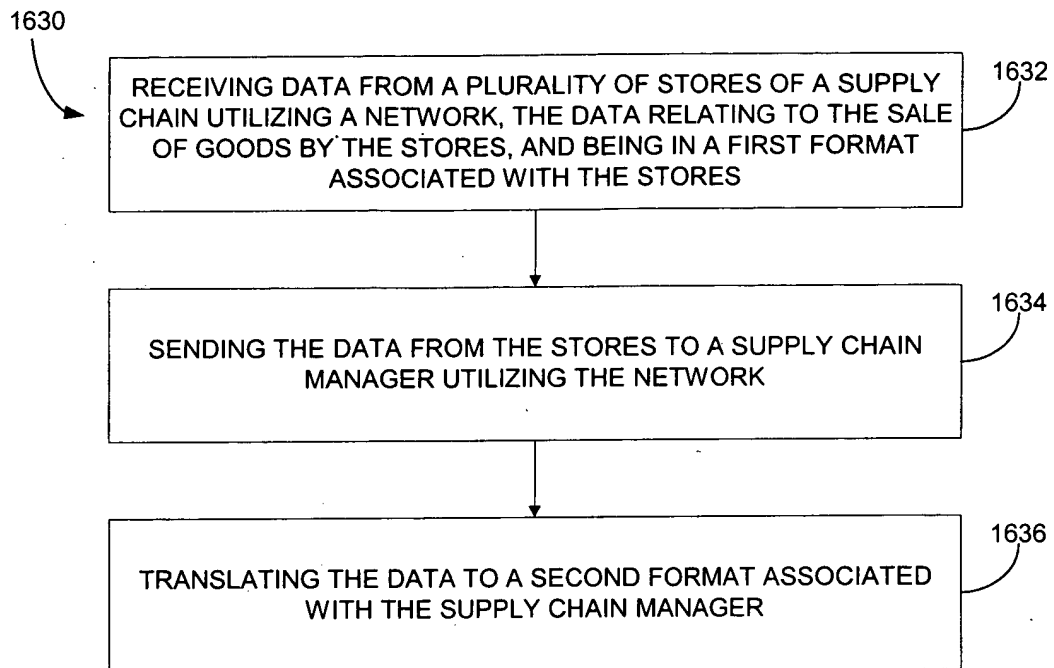


FIG. 16

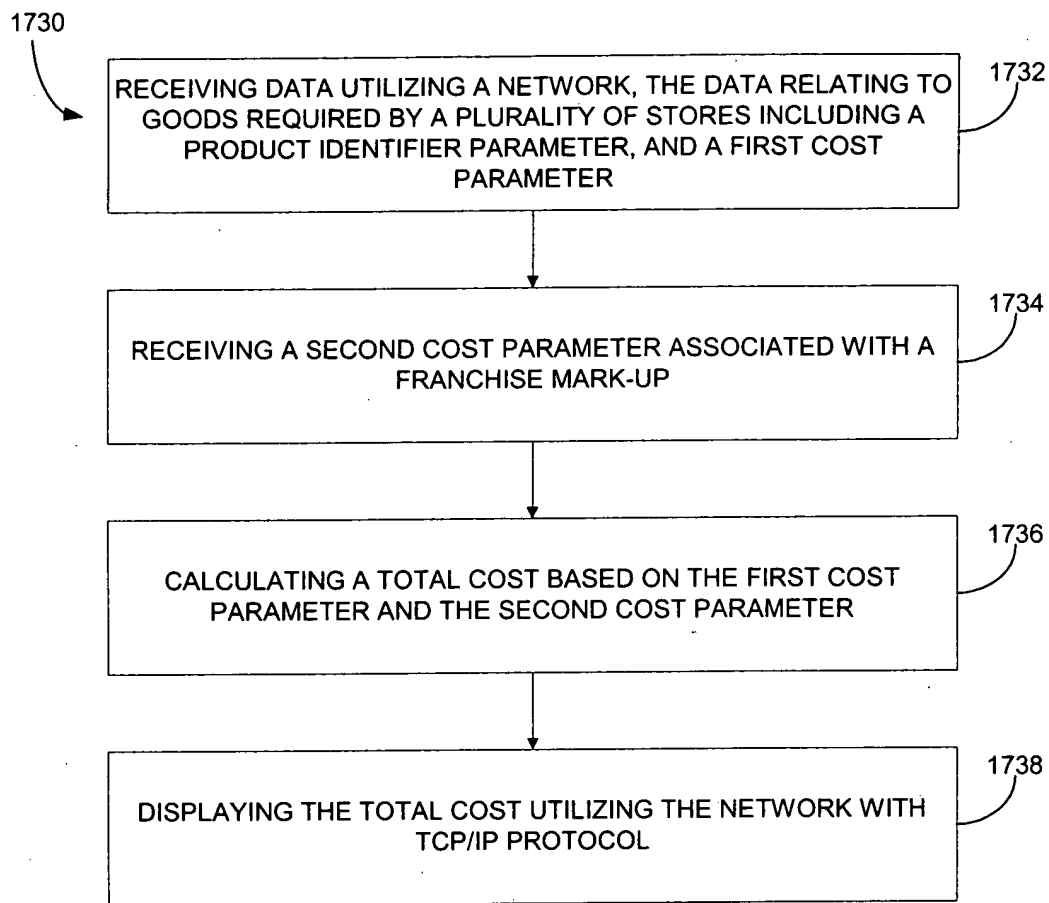


FIG. 17

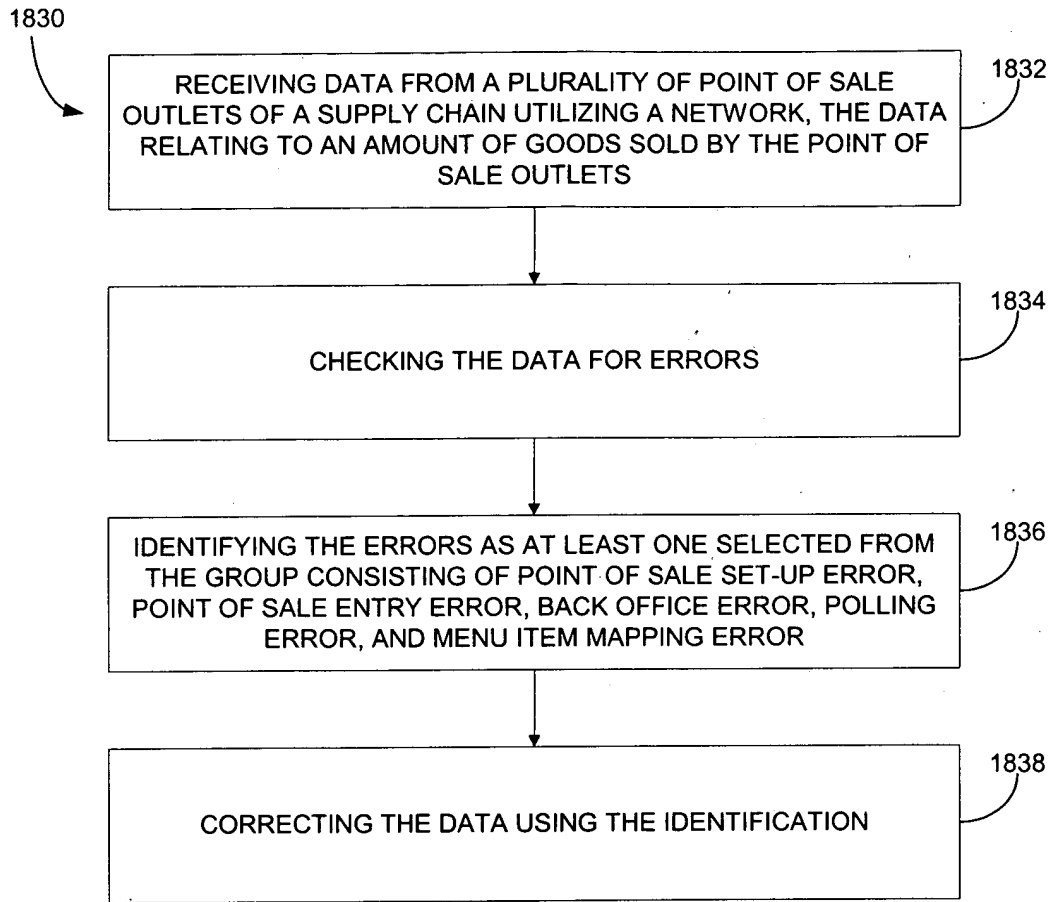


FIG. 18

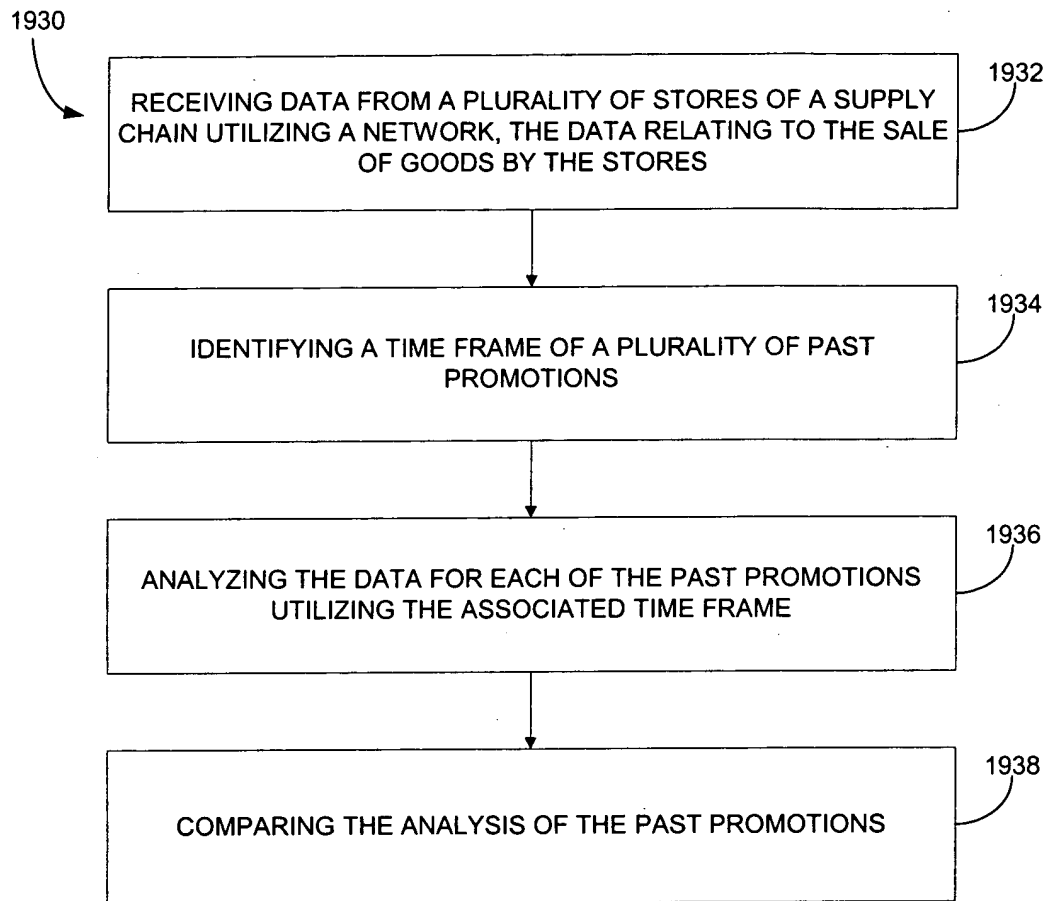


FIG. 19

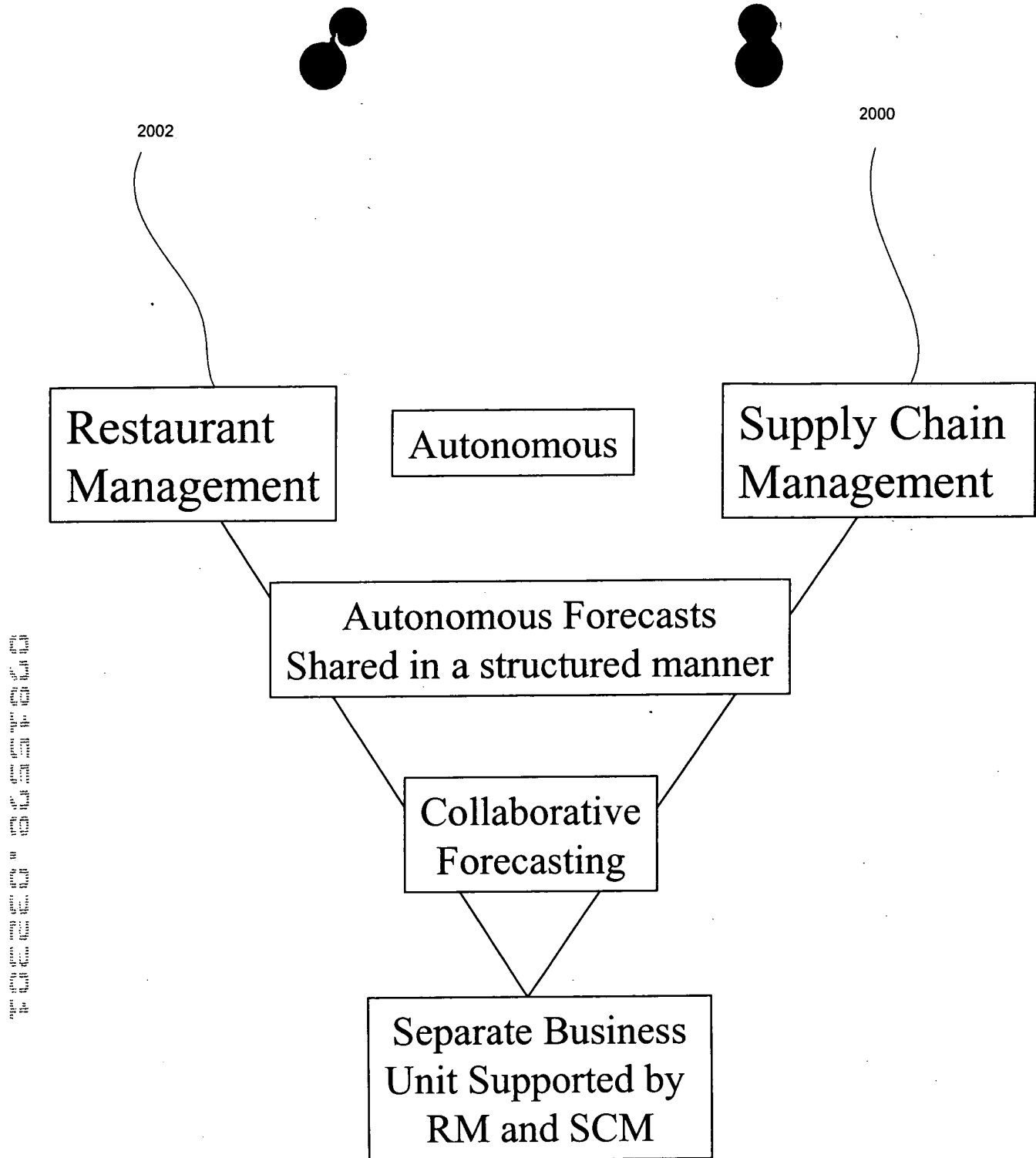


Fig. 20

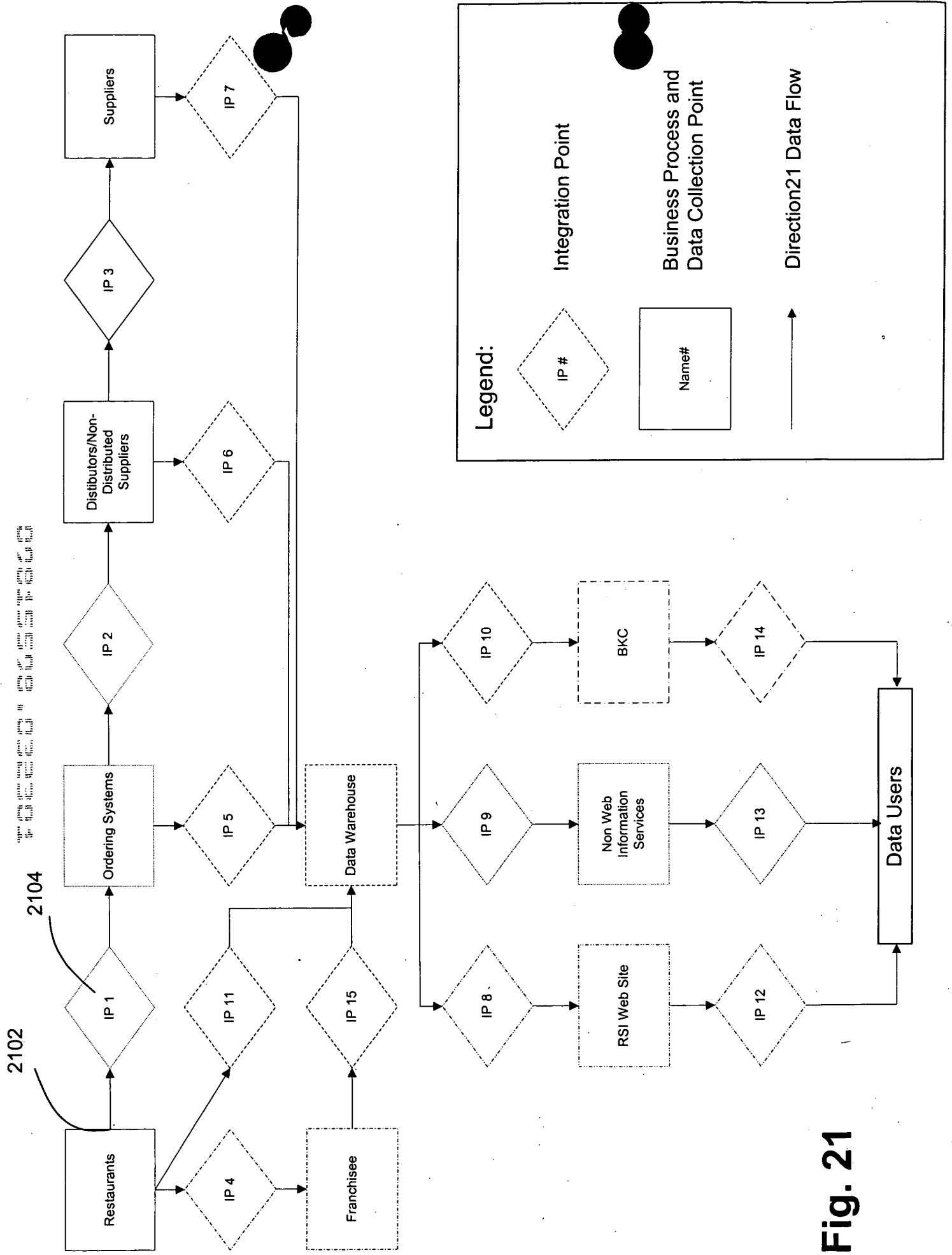


Fig. 21

US 2002/0103000 A1

2200

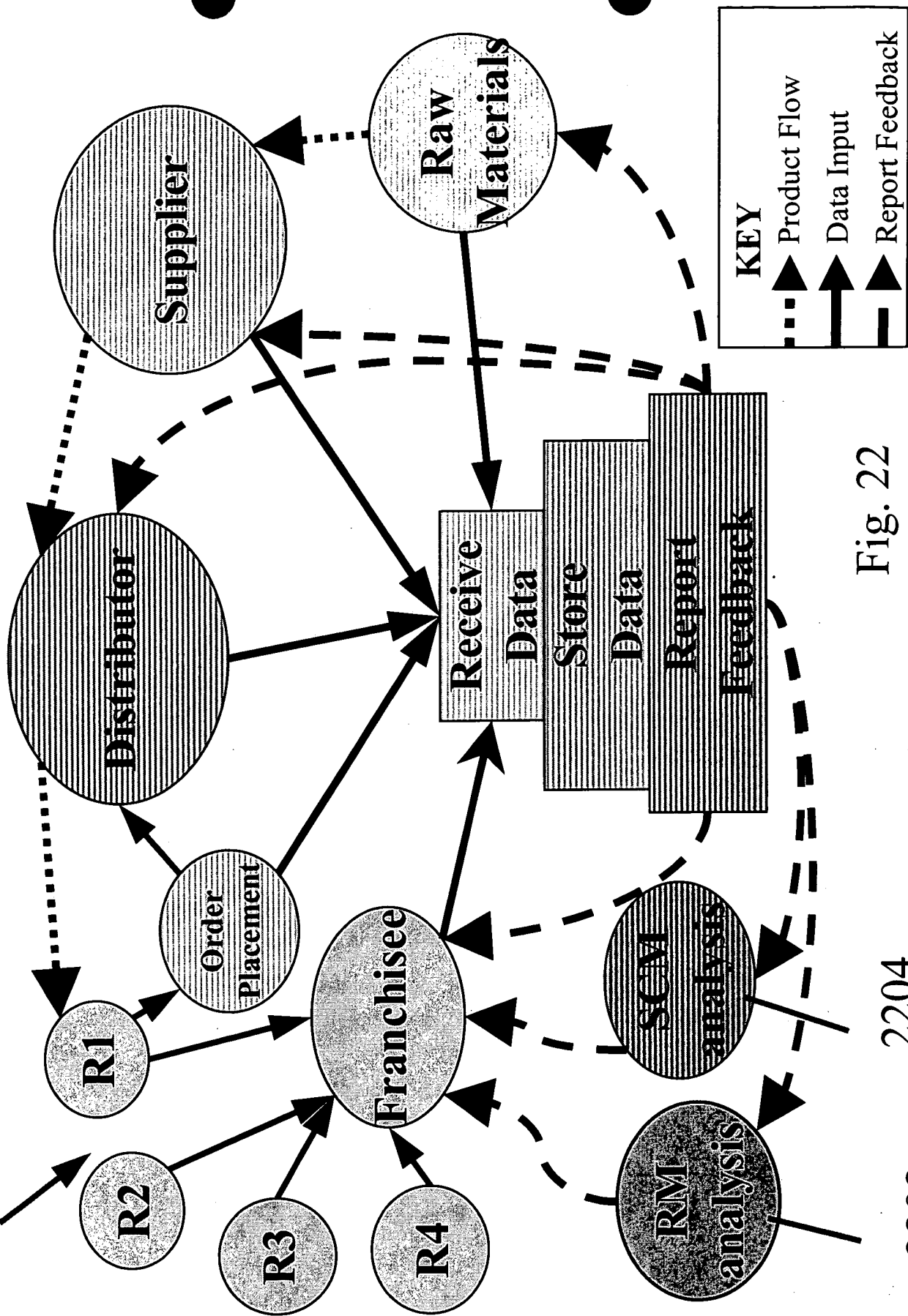


Fig. 22

2204

2202

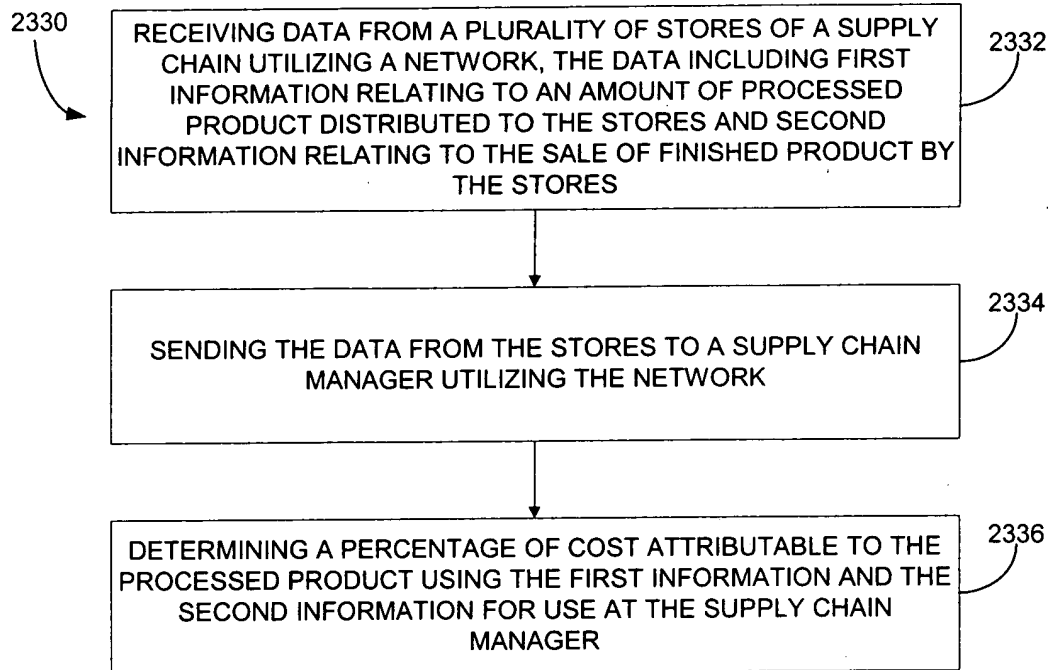


FIG. 23

FIG. 24

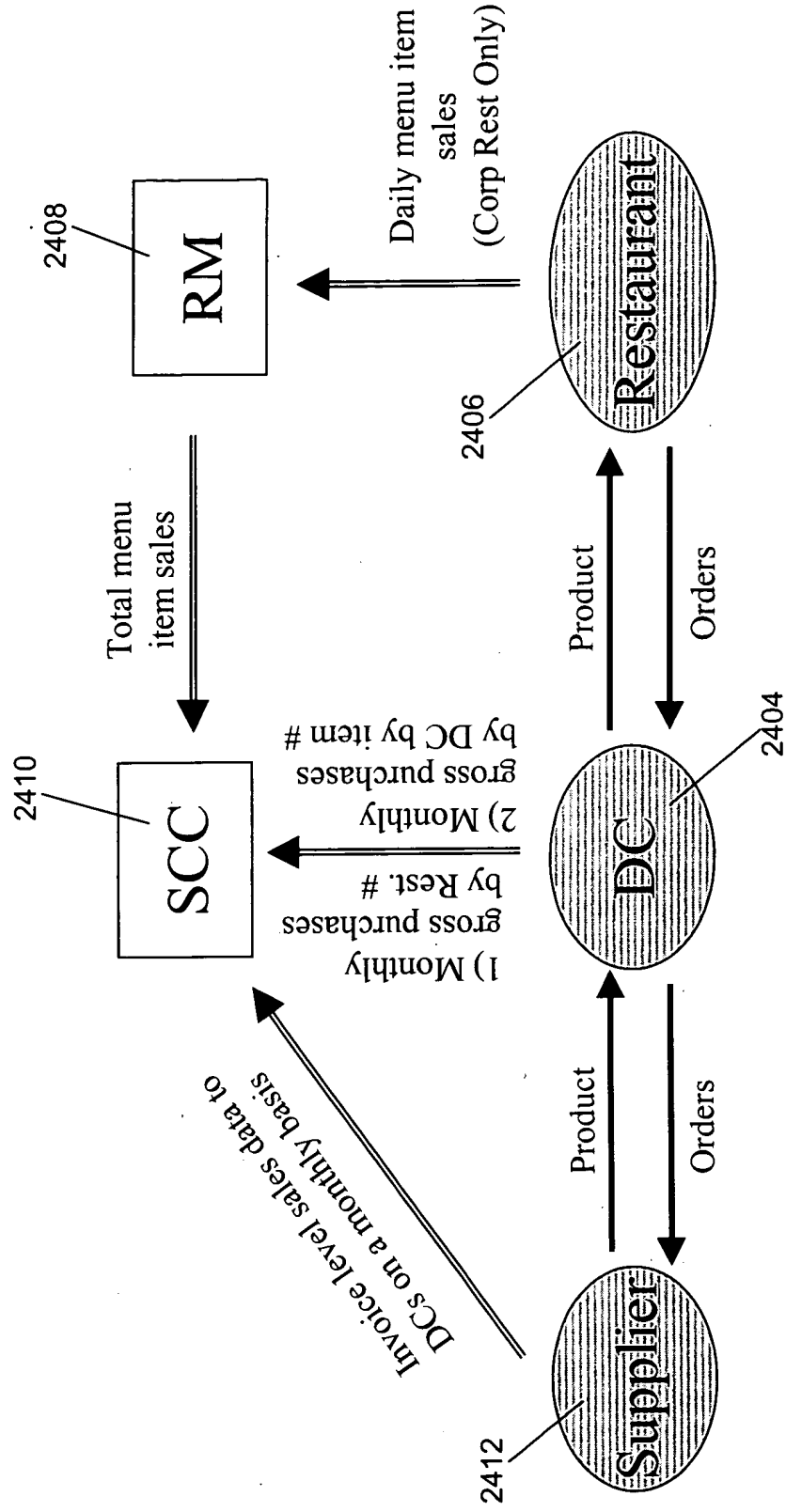
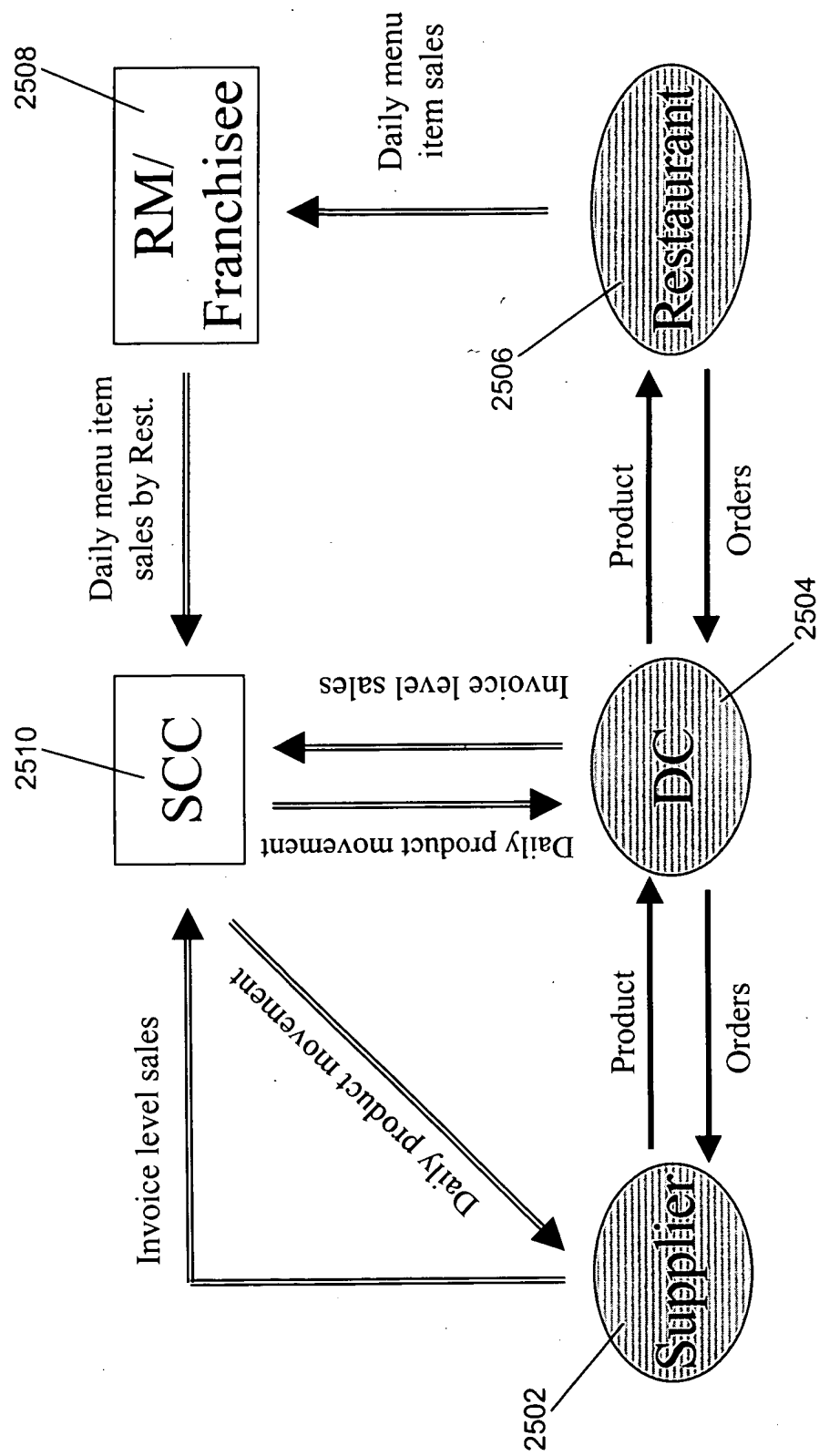


FIG. 25



2600

2602

Sales Forecast Worksheet - System

2604

Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc...																

FIG. 27

2700

Promotional Monitor - System & Regional

		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu/Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702

2830

GENERATING DATA AT A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN ORDERING OF GOODS REQUIRED BY THE STORES

2832

TAGGING THE DATA WITH A NUMERIC GOODS IDENTIFIER COMMON TO A PLURALITY OF DIFFERENT SUPPLY CHAIN PARTICIPANTS

2834

COMMUNICATING THE DATA AND THE NUMERIC GOODS IDENTIFIER TO AT LEAST ONE OF THE SUPPLY CHAIN PARTICIPANTS UTILIZING THE NETWORK, WHEREIN THE AT LEAST ONE SUPPLY CHAIN PARTICIPANT IS CAPABLE OF USING THE DATA AND THE NUMERIC GOODS IDENTIFIER FOR FULFILLMENT OF THE ORDER

2836

FIG. 28

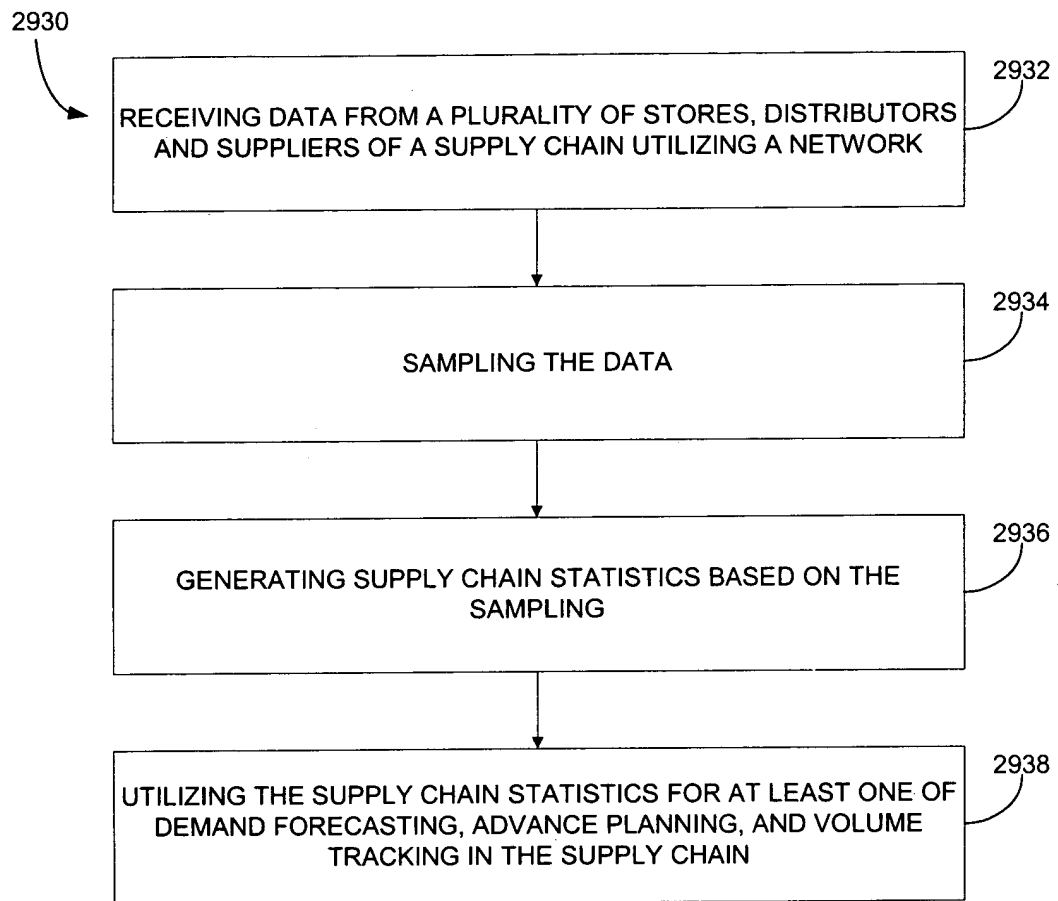


FIG. 29

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Cases:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
	Percent	0.23%	0.10%	0.09%	0.43%	0.00%	568
							0.86%

3004

Purchasing:	Cases:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
	Percent:	1.51%	0.11%	0.00%	1060
					1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

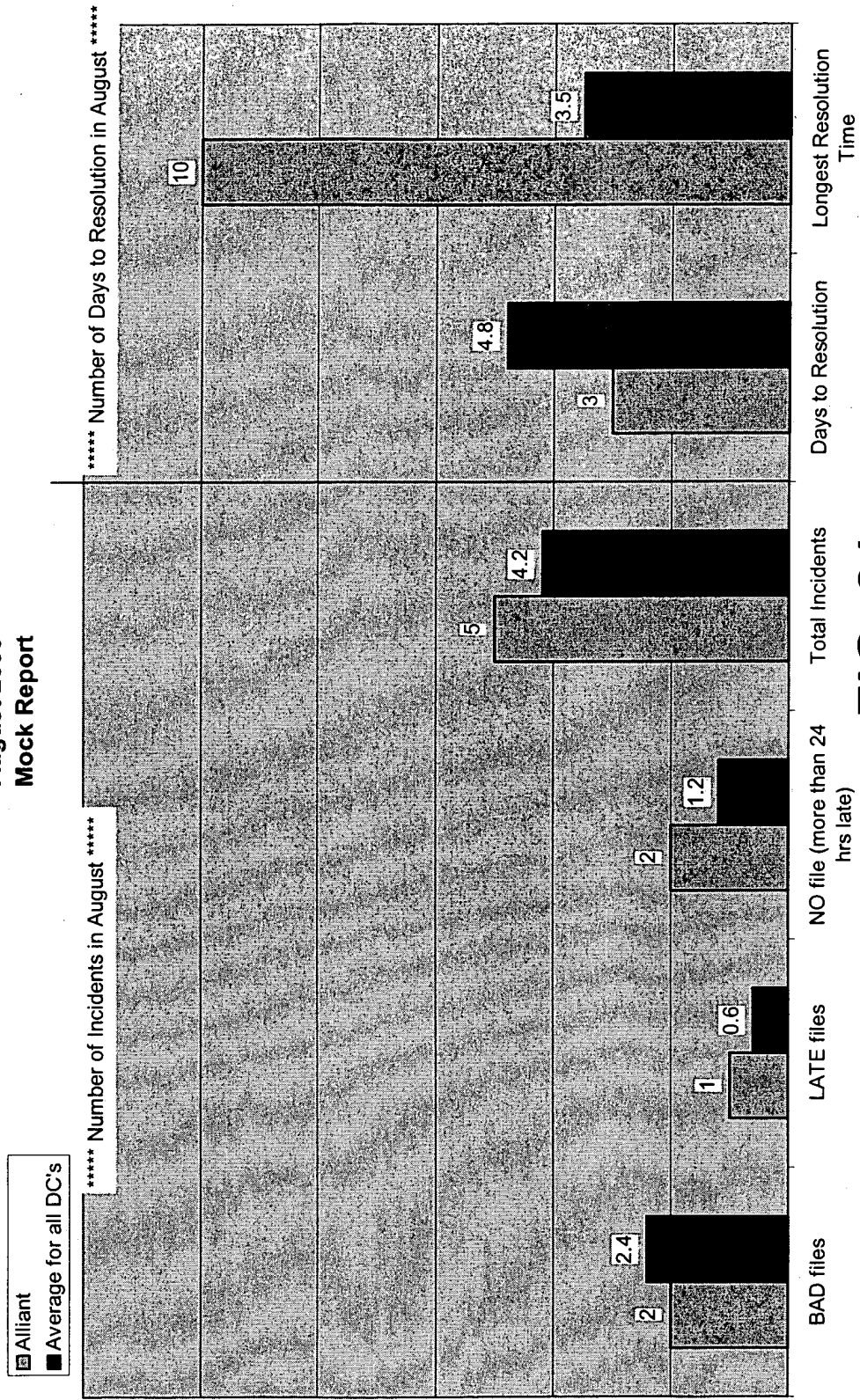


FIG. 31

FIG. 33

3300

Vendor: XYZ Company

Time Period: Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

4
95%
1.7
95%
0.93

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Invoice Accuracy:

Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

97.25%
99.00%
92.34%

Inventory Management:

Average Days On Hand

SKU #1

SKU #2

Max Days On Hand

SKU #1

SKU #2

19
22

40
32

Monthly Carrying Cost

SKU #1

SKU #2

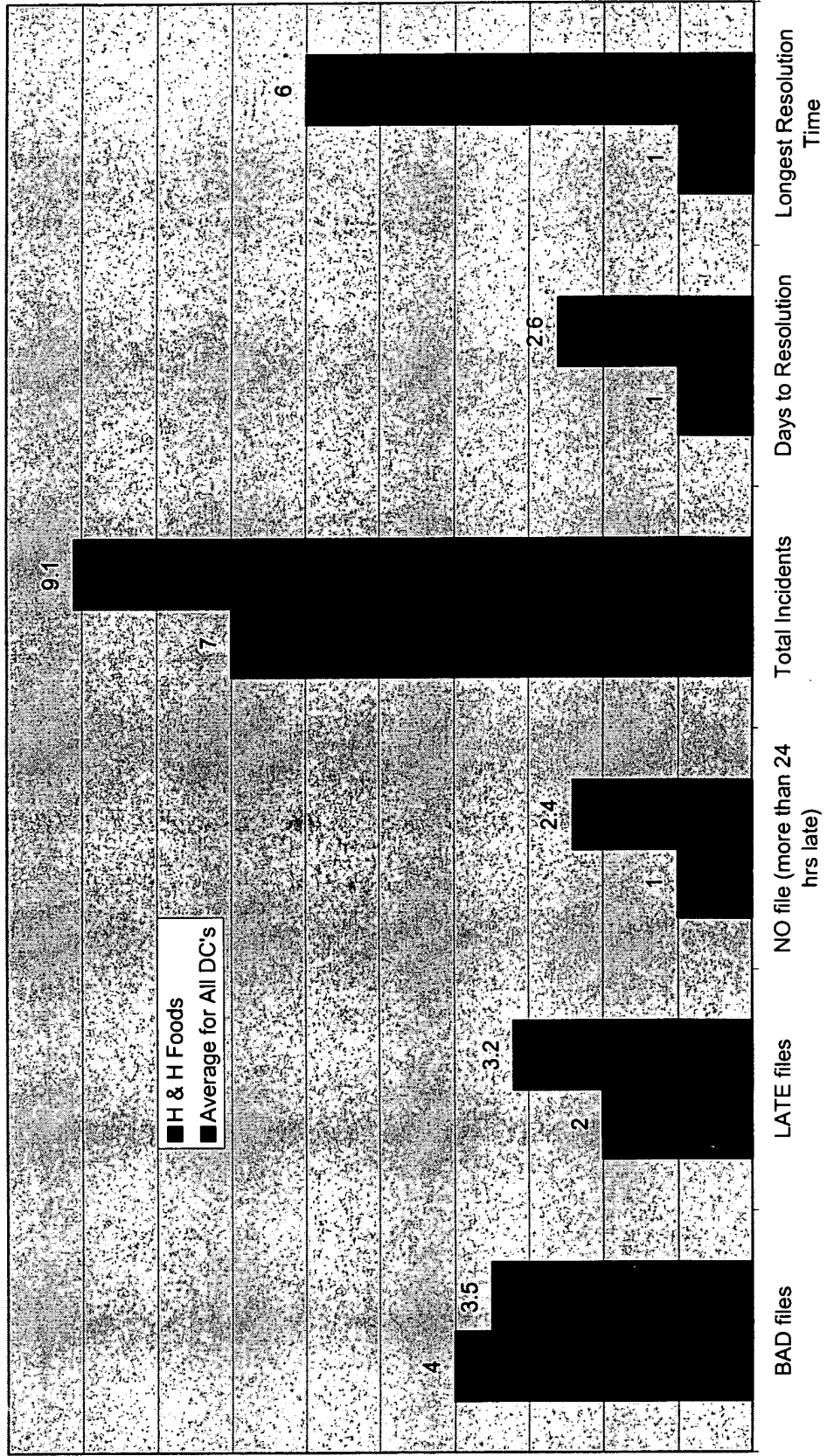
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →



When doing a report, please make sure all data is correct and that the report is accurate.

FIG. 35



Service Level Reporting November - Mock Report

3500

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904		233%
GOMARKINSTRUMENTS, INC.	\$4,981		
WHITEFORD FOODS, INC.	\$0	974%	274%
LIEPAG BAKERY/COUNTRY KITCHEN	\$3,700		
NGR SYSTEM MEDIA	\$0	924%	216%
SIGNATURE MEATS GROUP	\$0		184%
SCHWEBEL'S BAKING CO.	\$0	951%	150%
MAUI CUP	\$0		
MIRAPLASTICS	\$0		125%
DIXIE PRODUCE & PACKAGING			
NORLAKE, INC.	\$0		148%
FORT JAMES OPERATING COMPANY	\$0	866%	190%
FRESH ADVANTAGE KC			
SILVER KING MEAT CORP.			
TYSON FOODS	\$0		
READY ACCESS			
GEOGRAPHIC ISSUE		948%	244%
CLOUGHERTY PACKING			251%
BEVERAGES AIR	\$0	934%	
COMPONENT HARDWARE GROUP, INC.			206%
GOCALCO USA	\$0		
TOASTMASTER	\$1,909	935%	155%
GRANT COUNTRY FOODS		963%	220%
FRESH EXPRESS	\$0		
TAYLOR FARMS			104%
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$3,428		
ROSE PACKING COMPANY		933%	298%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

3600

/1 Includes on food cost index items.
/2 Based on FY 99 Sales Volumes

FIG. 36

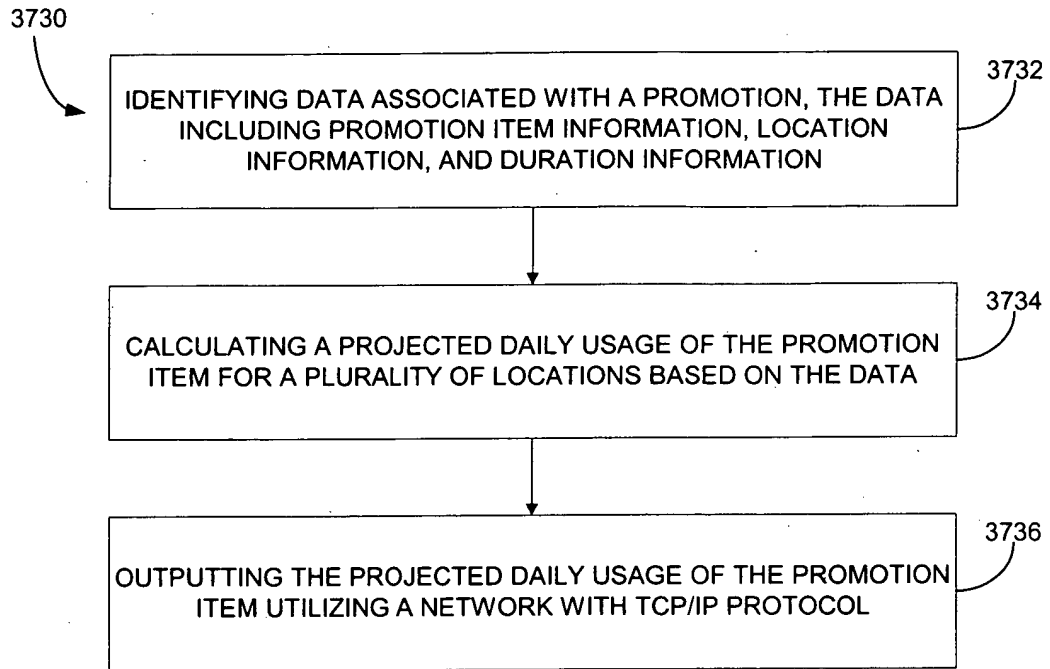


FIG. 37

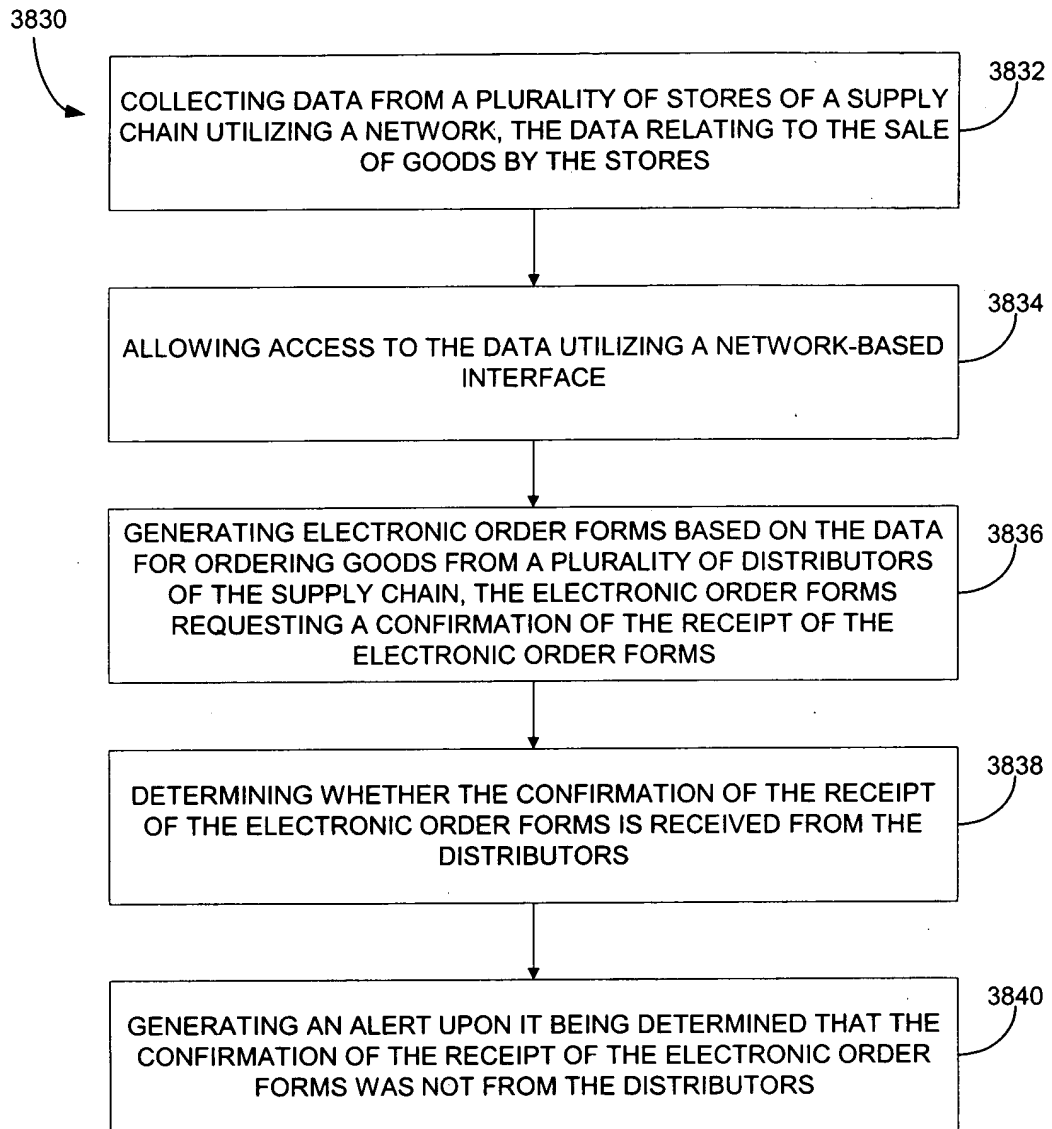


FIG. 38

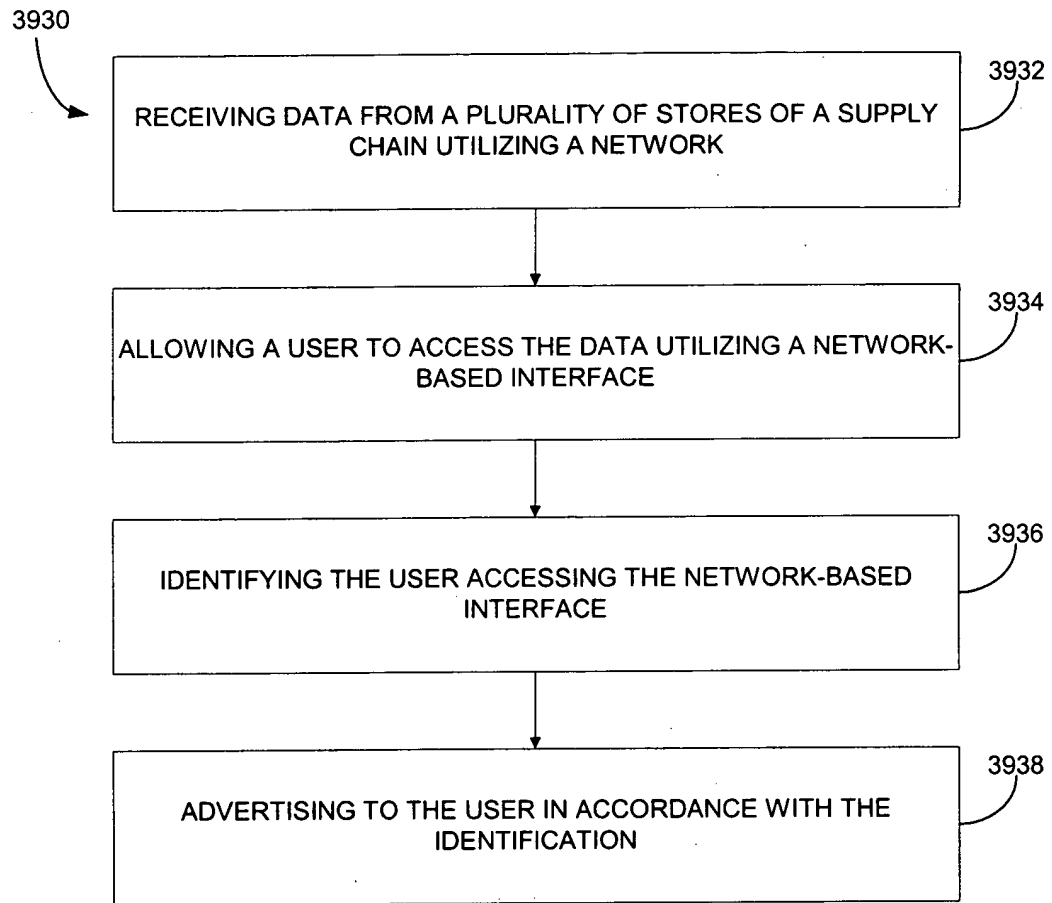


FIG. 39

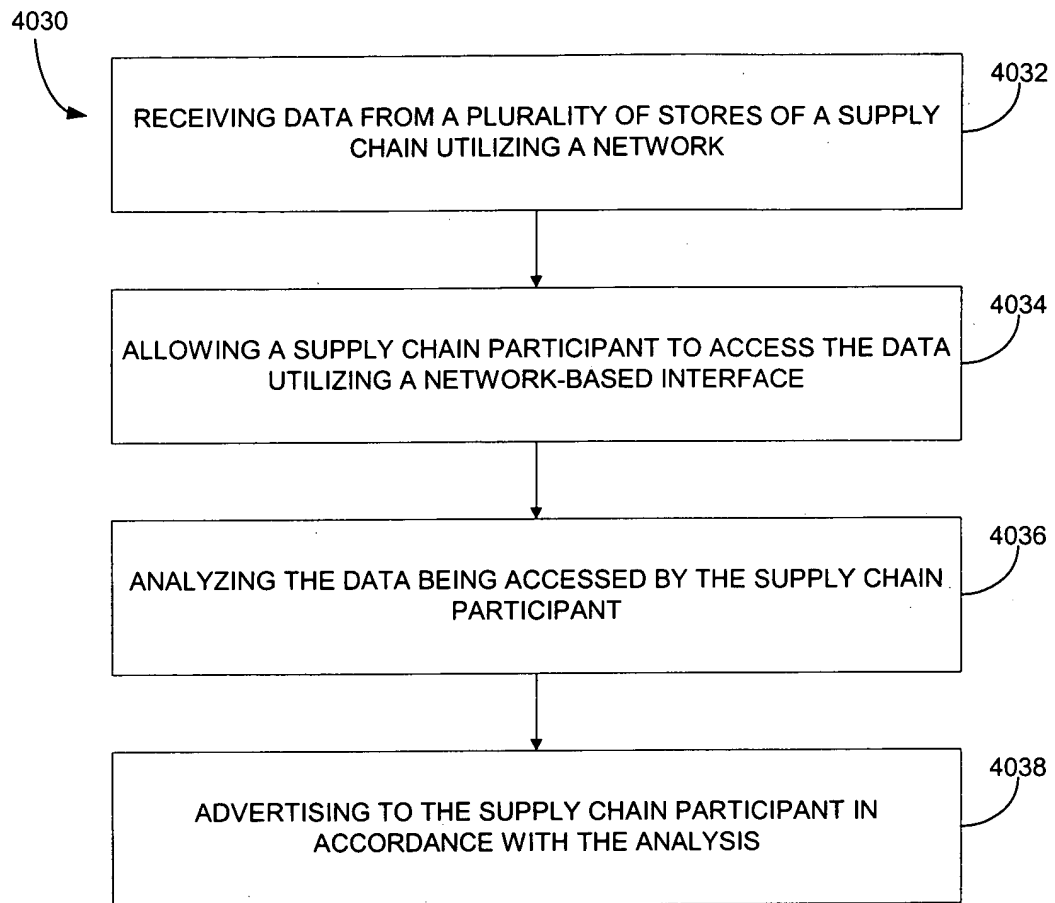


FIG. 40

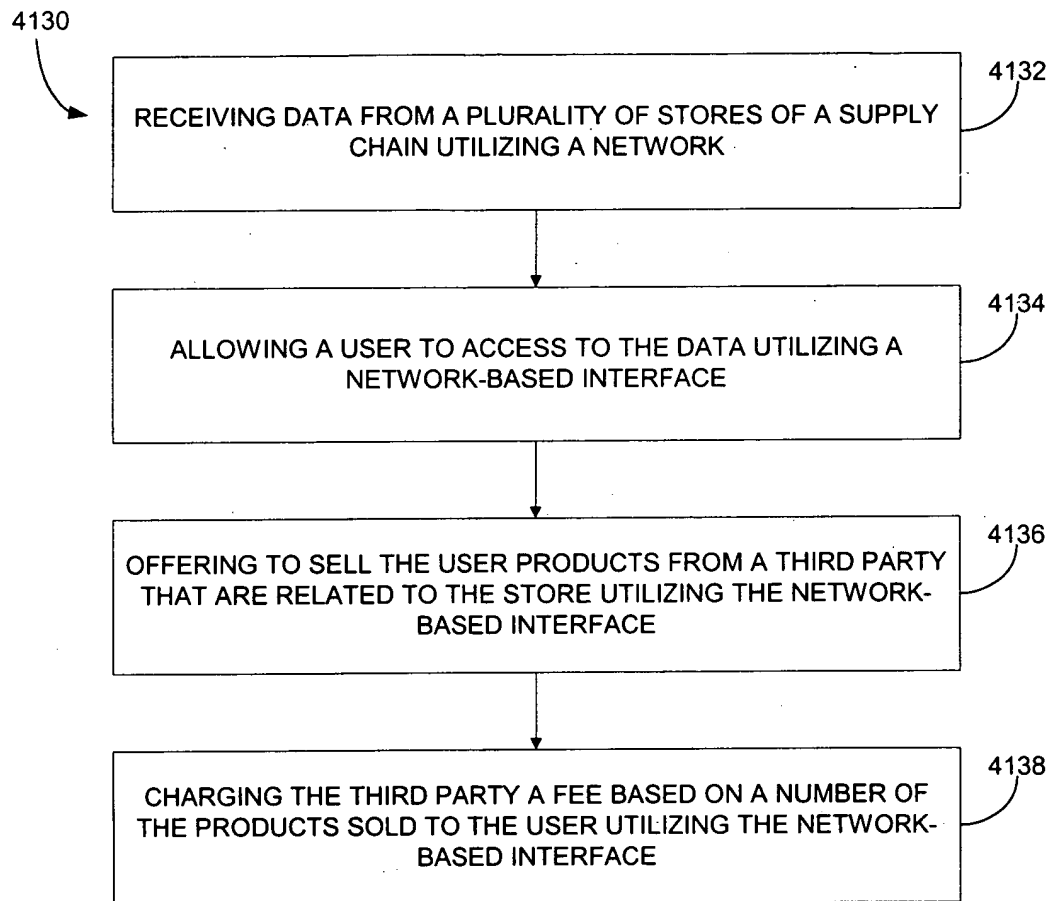


FIG. 41

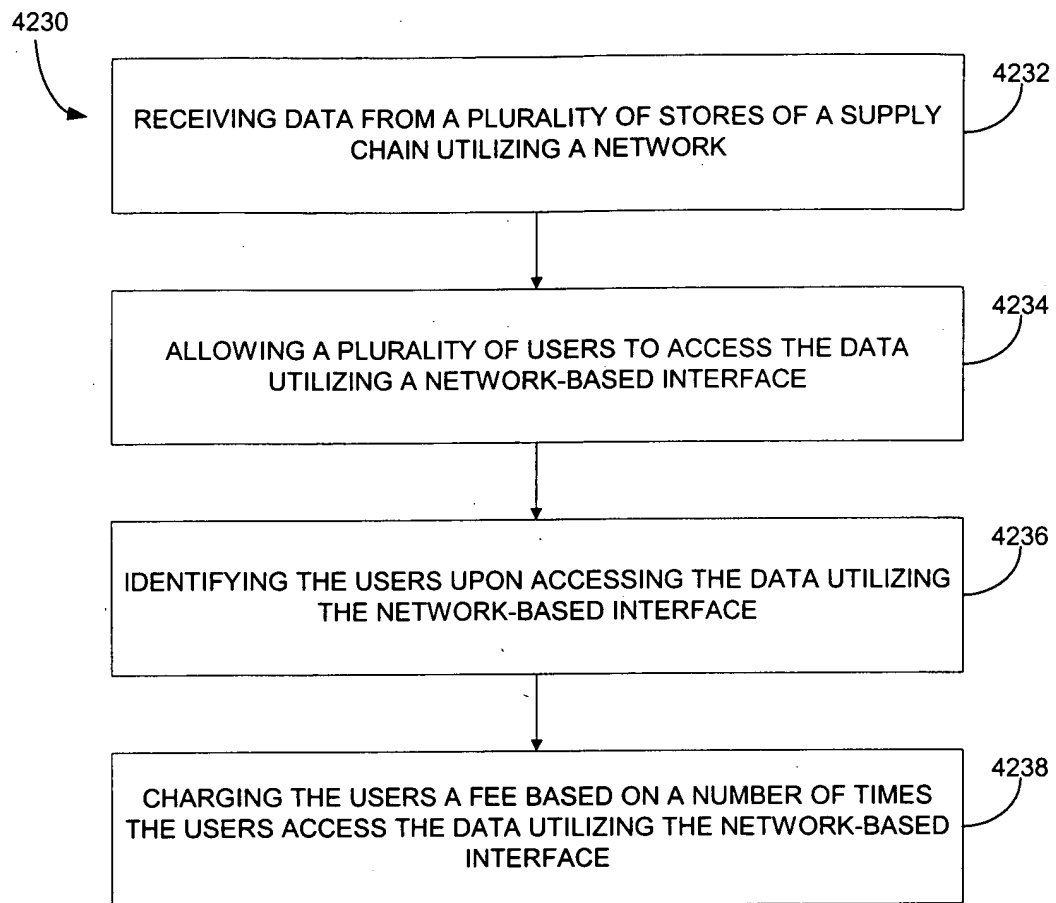


FIG. 42

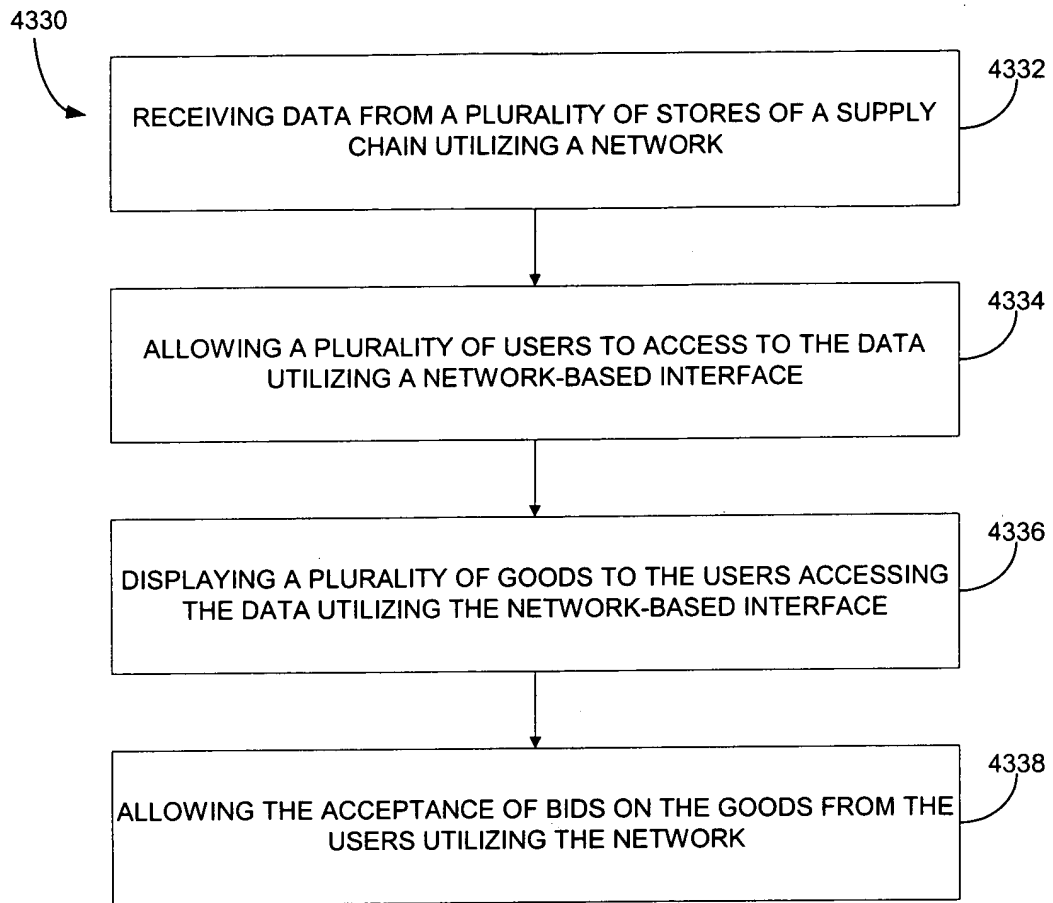


FIG. 43A

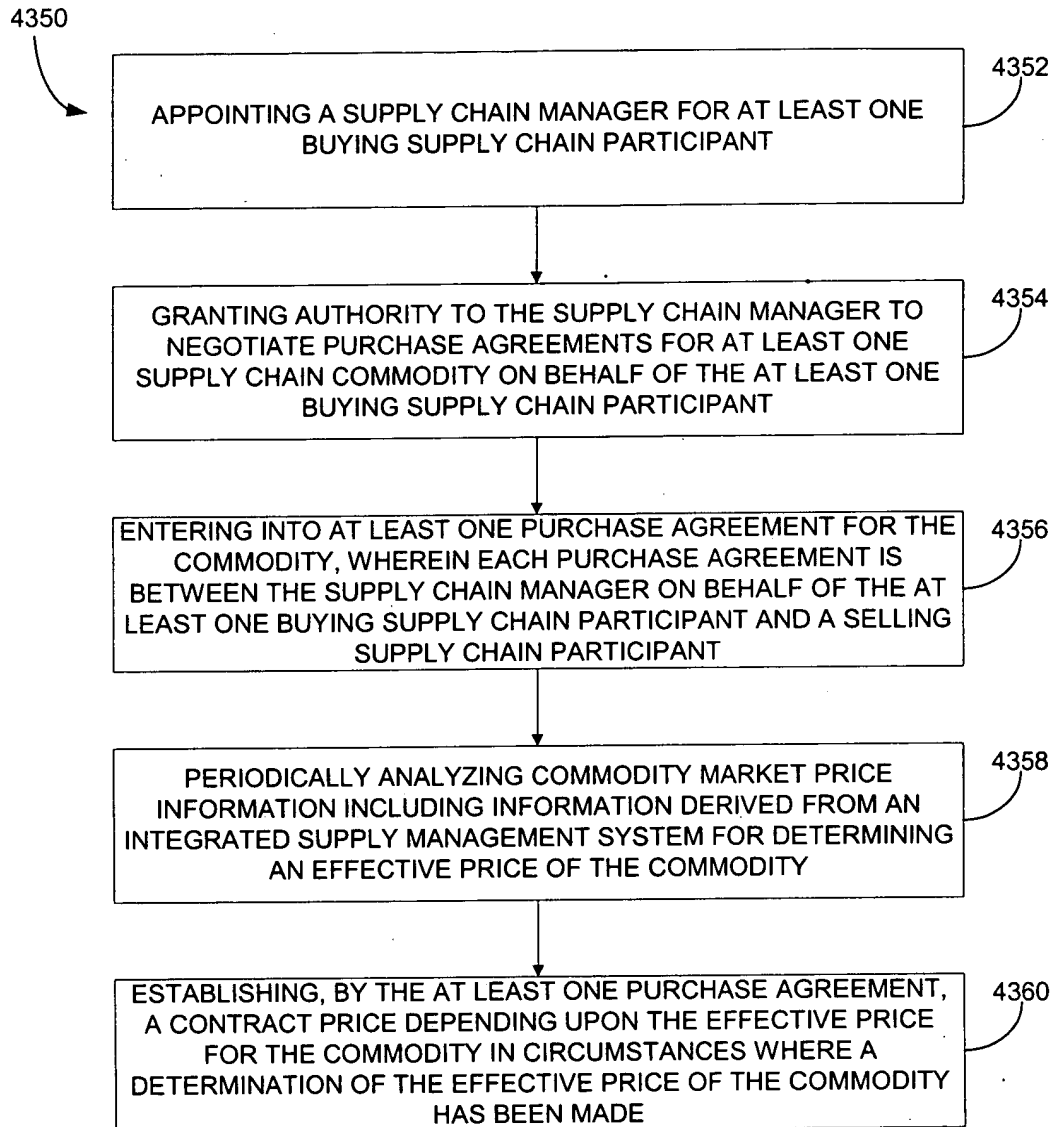


FIG. 43B

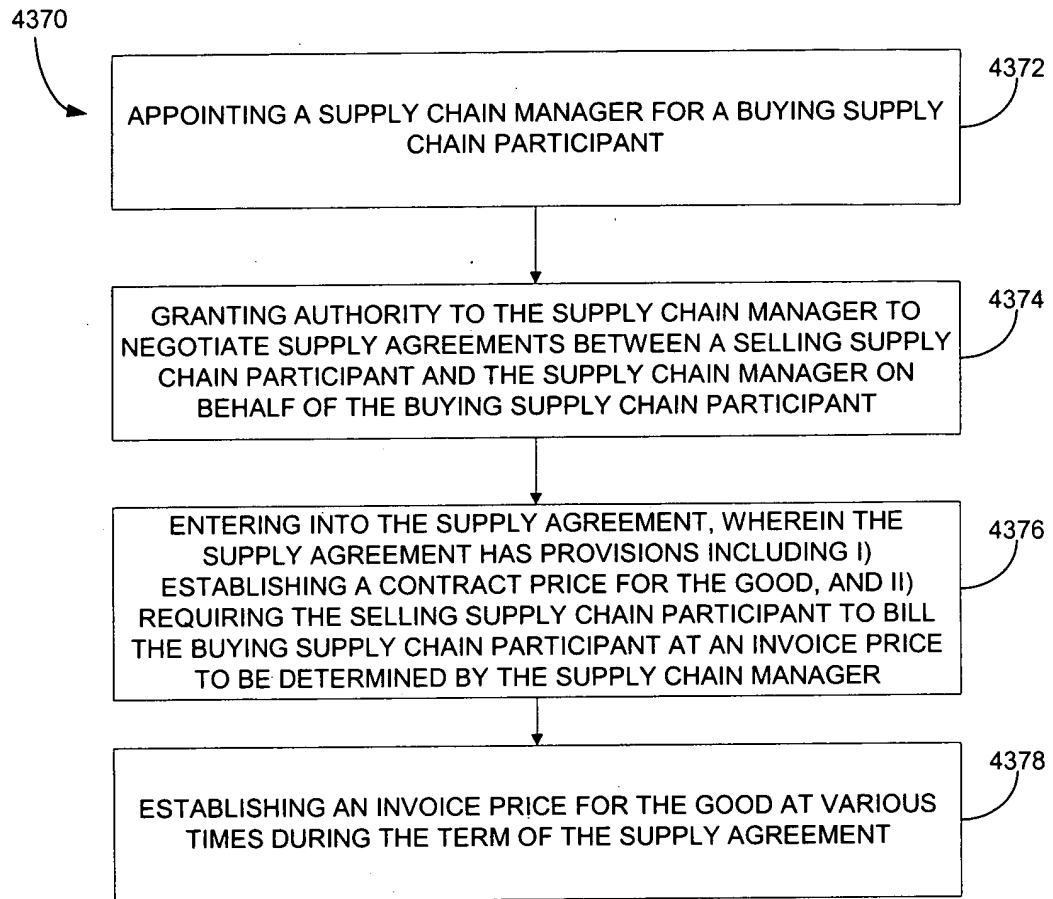


FIG. 43C

4386

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE
BUYING SUPPLY CHAIN PARTICIPANT

4388

AUTHORIZING THE SUPPLY CHAIN MANAGER TO NEGOTIATE
SUPPLY AGREEMENTS FOR AT LEAST ONE GOOD ON BEHALF OF
THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4390

ENTERING INTO AT LEAST ONE SUPPLY AGREEMENT FOR THE AT
LEAST ONE GOOD, WHEREIN PROVISIONS OF THE SUPPLY
AGREEMENT INCLUDE: (I) PRICING FOR EACH ONE GOOD SHALL
BE BASED UPON FACTORS INCLUDING AN ACTUAL MARKET
PRICE OF AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN
MANAGER HAS NOT ESTABLISHED A COMMODITY POSITION
PRICE; AND (II) PRICING FOR EACH ONE GOOD SHALL BE BASED
UPON FACTORS INCLUDING A COMMODITY POSITION PRICE OF
AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN MANAGER
HAS ESTABLISHED A COMMODITY POSITION PRICE

4392

PERIODICALLY ESTABLISHING THROUGH THE SUPPLY CHAIN
MANAGER A COMMODITY POSITION PRICE

4394

FIG. 43D

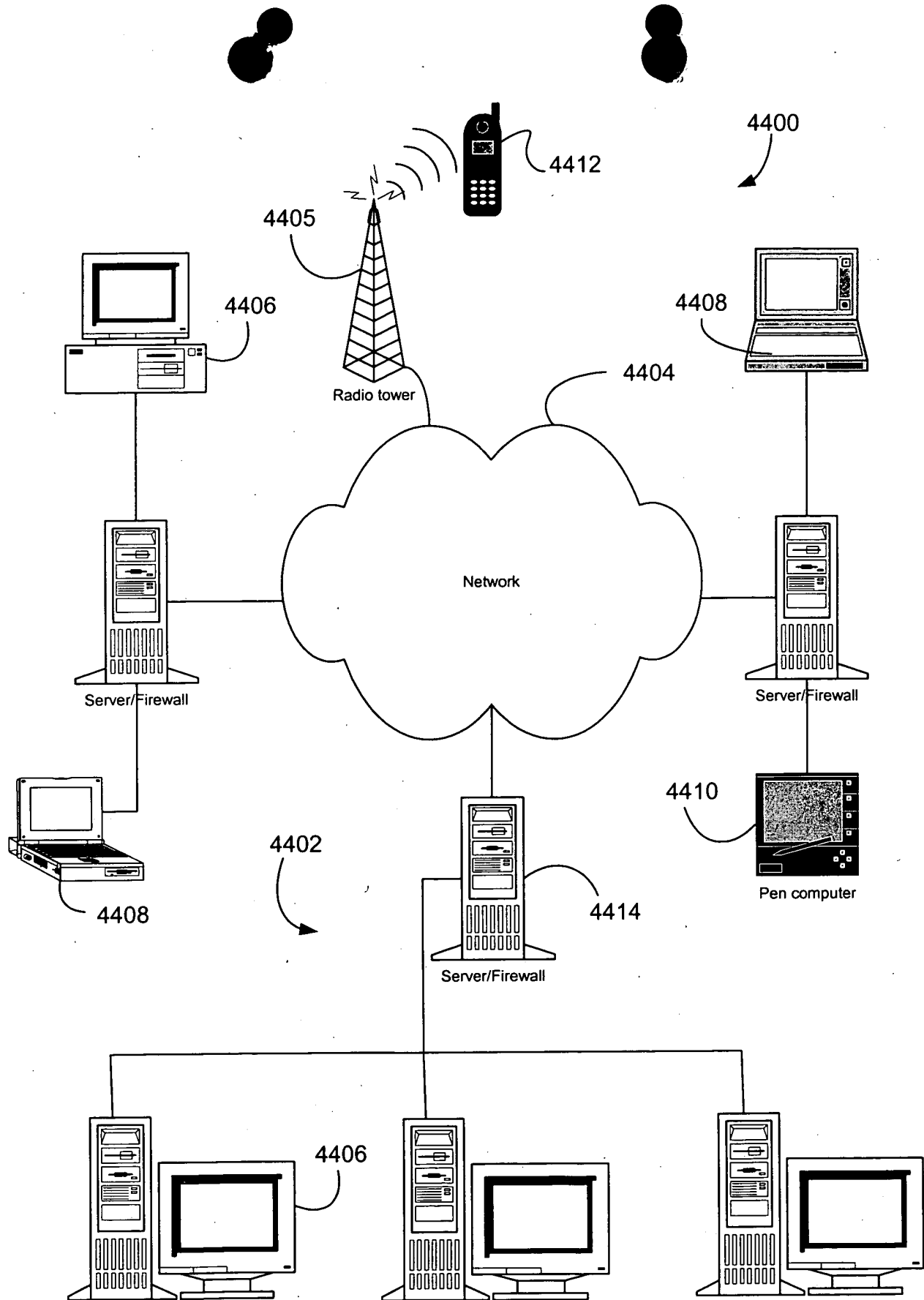


FIG. 44

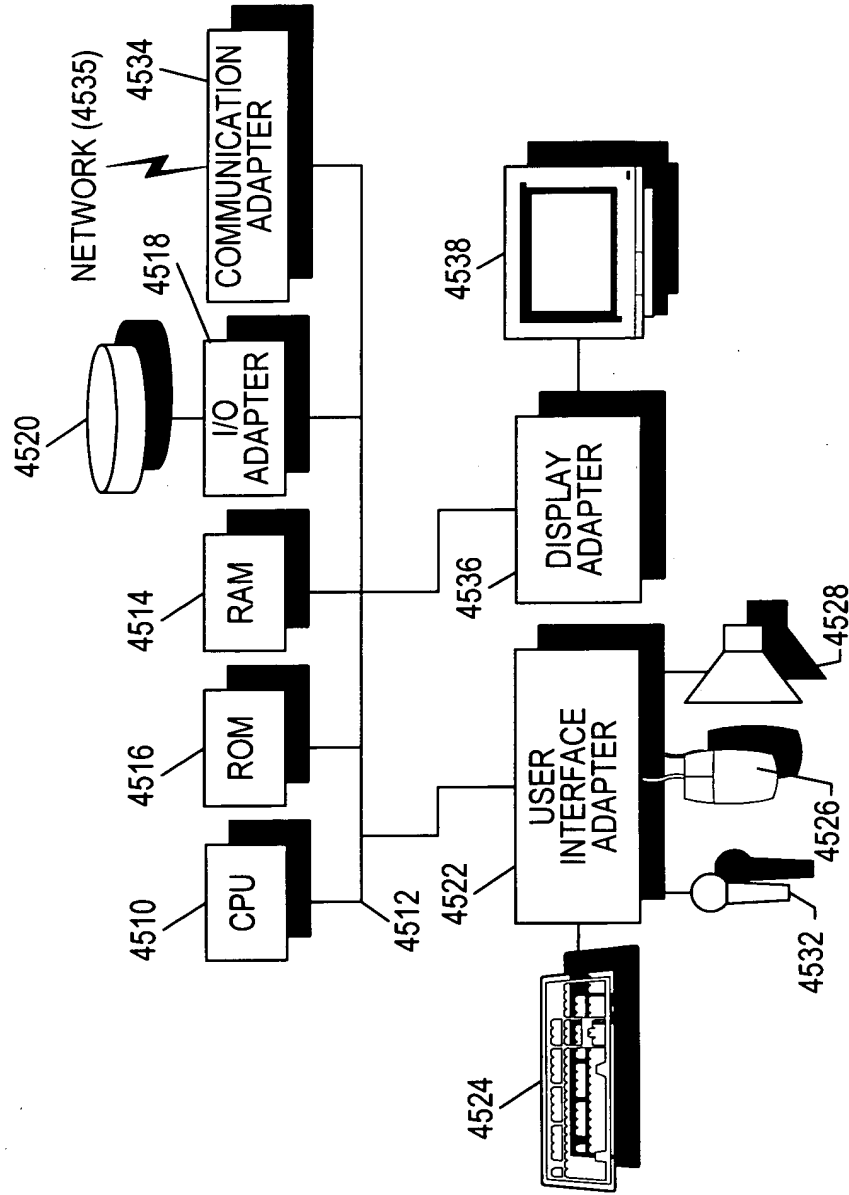


FIG. 45

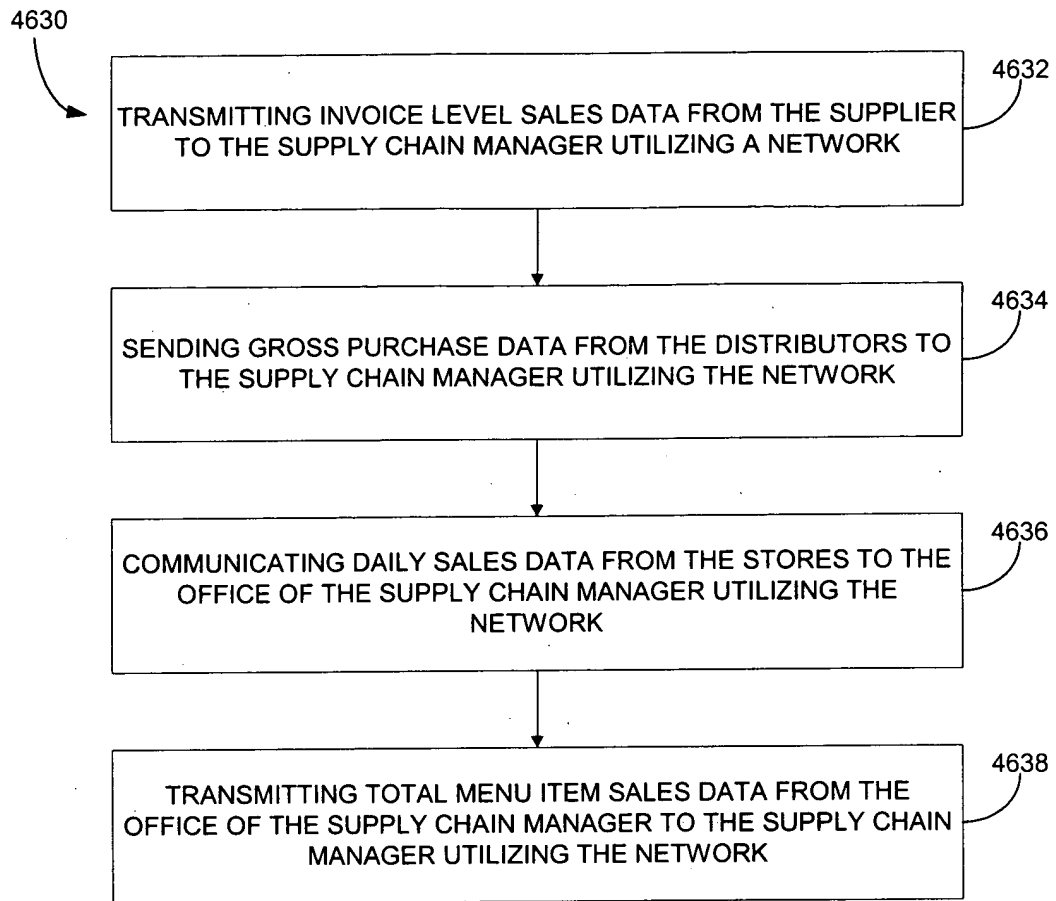


FIG. 46

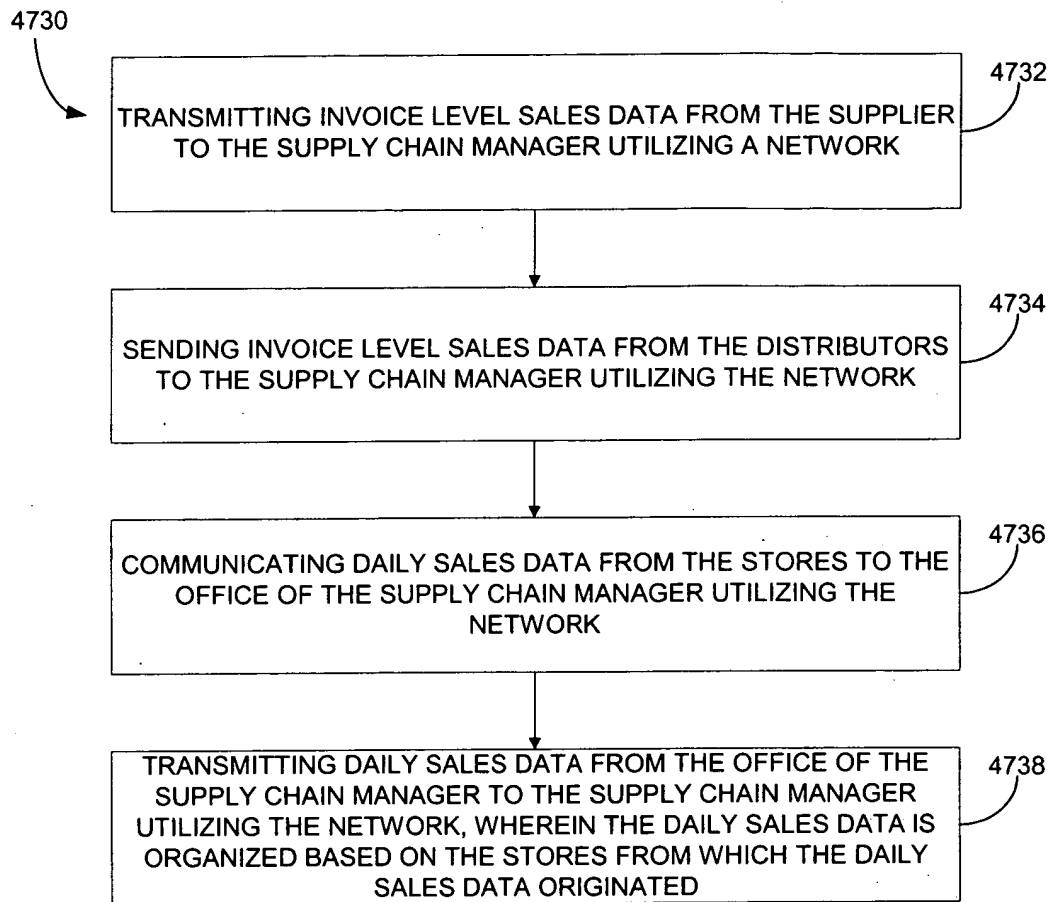


FIG. 47

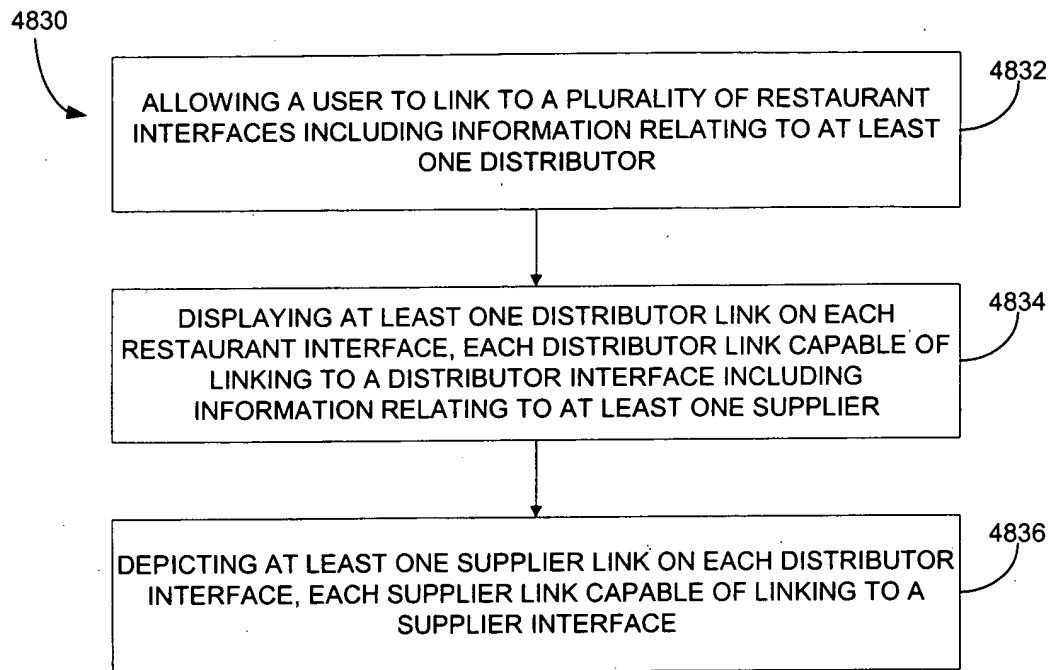


FIG. 48

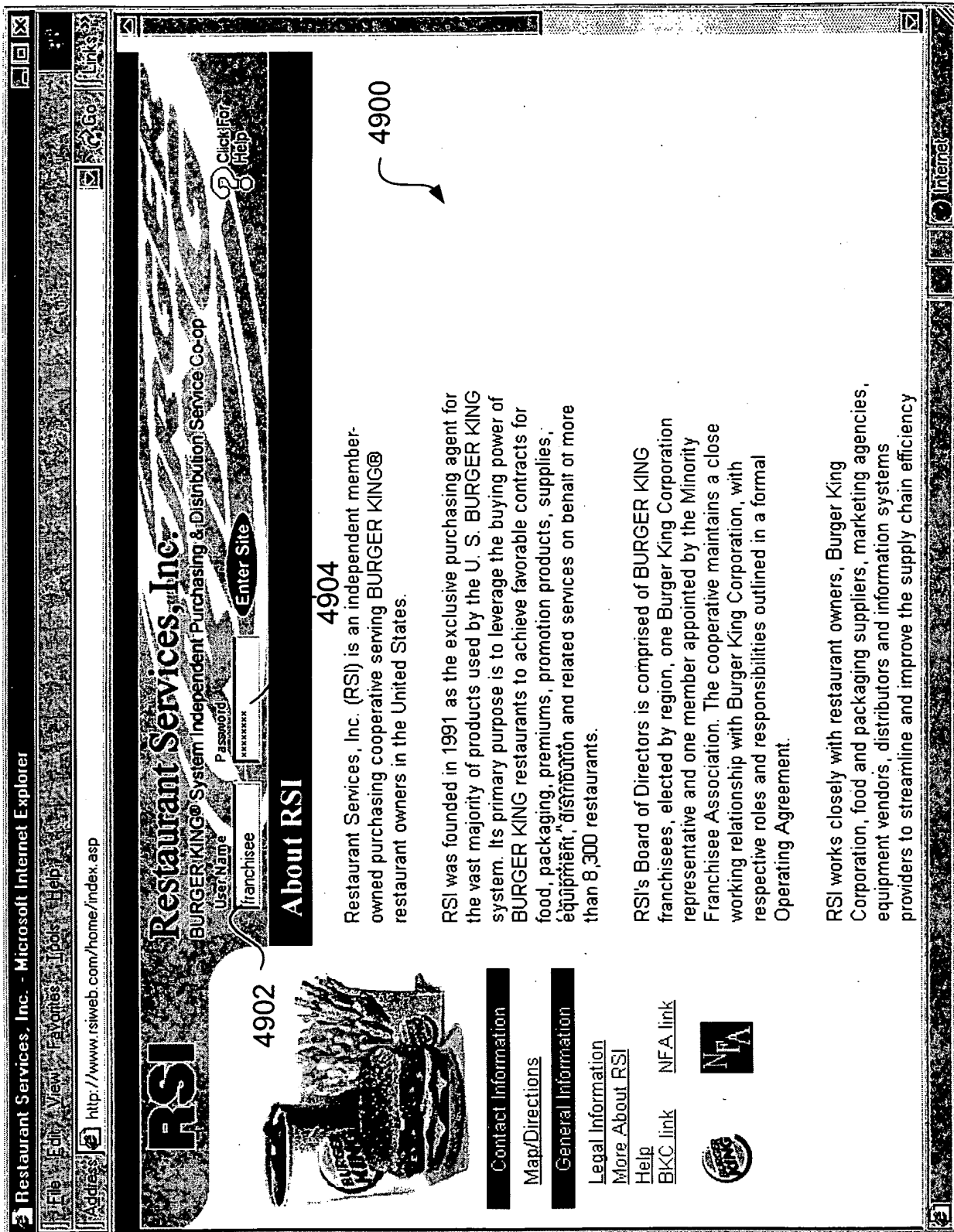


FIG. 49

www.rsiweb.com

RSI Main Menu - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/stat.asp

Go Links

RSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Welcome Franchisee User! Tuesday, October 24, 2000

REMINDER BK Cravers Menu items will continue to be offered after national advertising ends November 5

5004

5006

5008

5002

5010

5012

5000

Franchisee

• POS/BOH System
Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.
• [Redbook](#)
• [More](#)

Reports

• [Landed Cost](#)
The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.
• [More](#)

Personal Info

• [Change Password](#)
• [Edit Personal Info](#)
Edit your personal information.
• [More](#)

Legal Information

Terms and conditions of usage and Privacy Statement.

©2000 Restaurant Services, Inc. All Rights Reserved.

FIG. 50

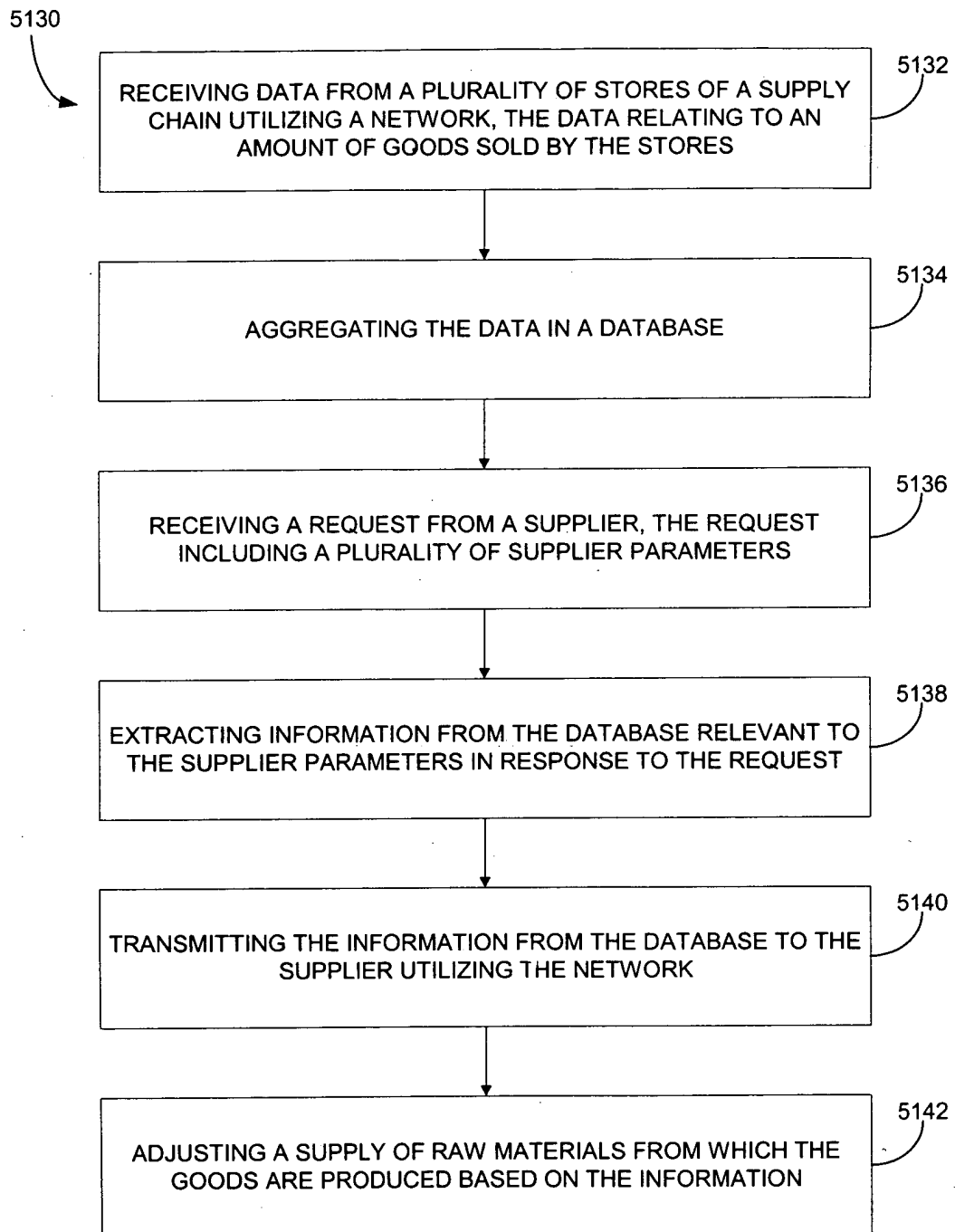


FIG. 51

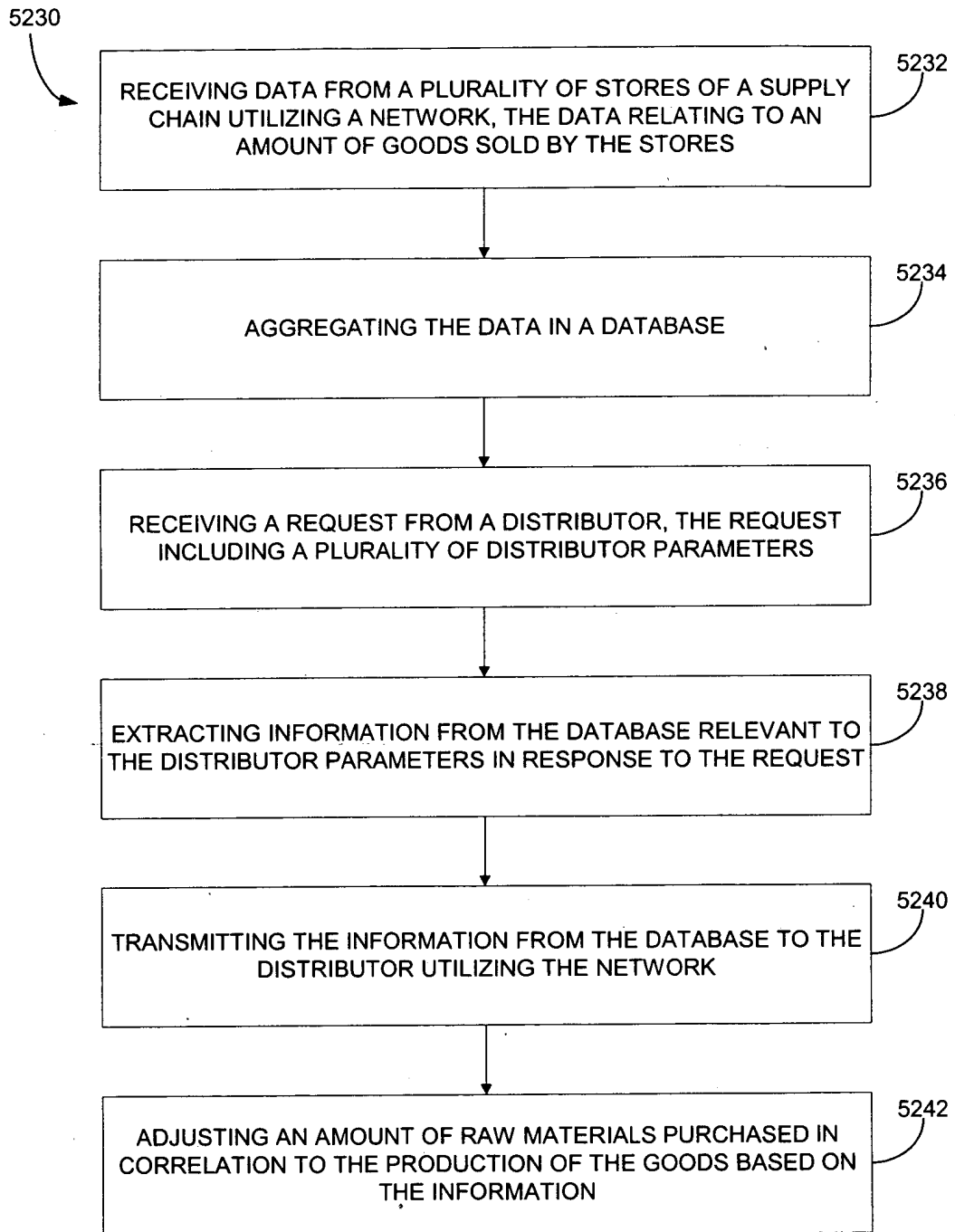


FIG. 52

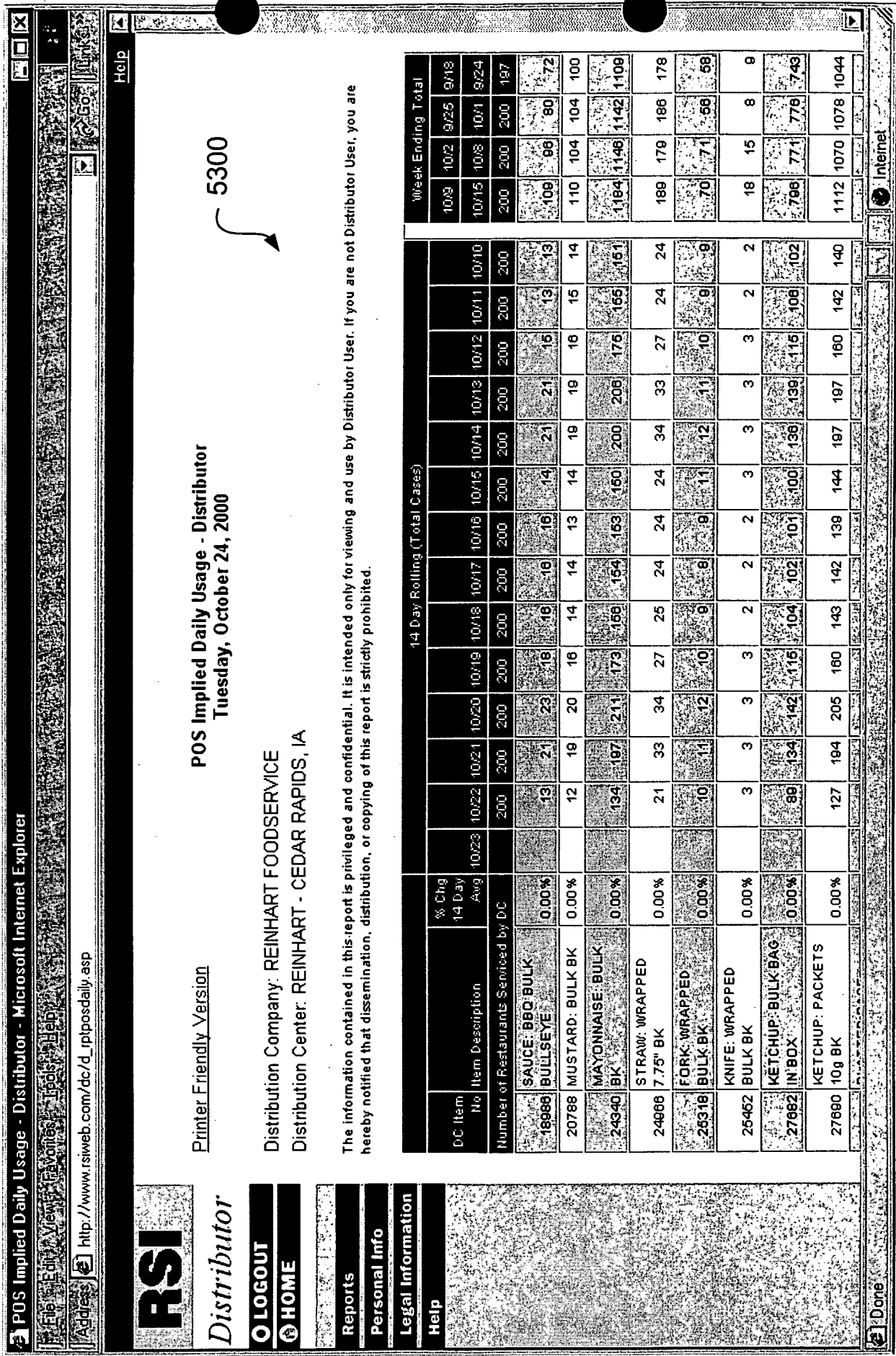


FIG. 53

RSI

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

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Local Promotion Option	ADI	Start Date	Projected Qty Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup						
Chicago, IL		5/1/00	85	99	8	
Davenport-RI-Moline, IA		6/1/00	85	32	17	
Des Moines-Ames, IA		7/10/00	85	17	28	
Omaha, NE		7/10/00	85	17	50	
Peoria, IL		6/1/00	85	99	17	
Sioux City, IA		6/26/00	85	99	10	
Springfield-Decatur-Chmpg, IL		6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King						
Cedar Rapids-Waterloo-Dubq, IA		4/15/00		99	19	
Davenport-RI-Moline, IA		4/15/00		99	17	
Ottumwa-Kirkville, IA		4/15/00		99	3	
Big King Total					39	
Pancake Minis						
Chicago, IL		5/15/00	20	99	8	
Peoria, IL		5/1/00	20	99	17	
Sioux City, IA		4/15/00	20	99	10	
Pancake Minis Total					35	

FIG. 54

www.rsiweb.com

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/fran/r_l_ptlc.asp?report=true

RSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Landed Cost Report

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X 166'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18086	369	SAUCE-BULK-KRAFT BULL'S EYE	\$24.48	\$1.57	\$26.05
18432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 3 GAL	\$8.46	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$8.41	\$1.57	\$7.98

Done Internet

FIG. 56

5730

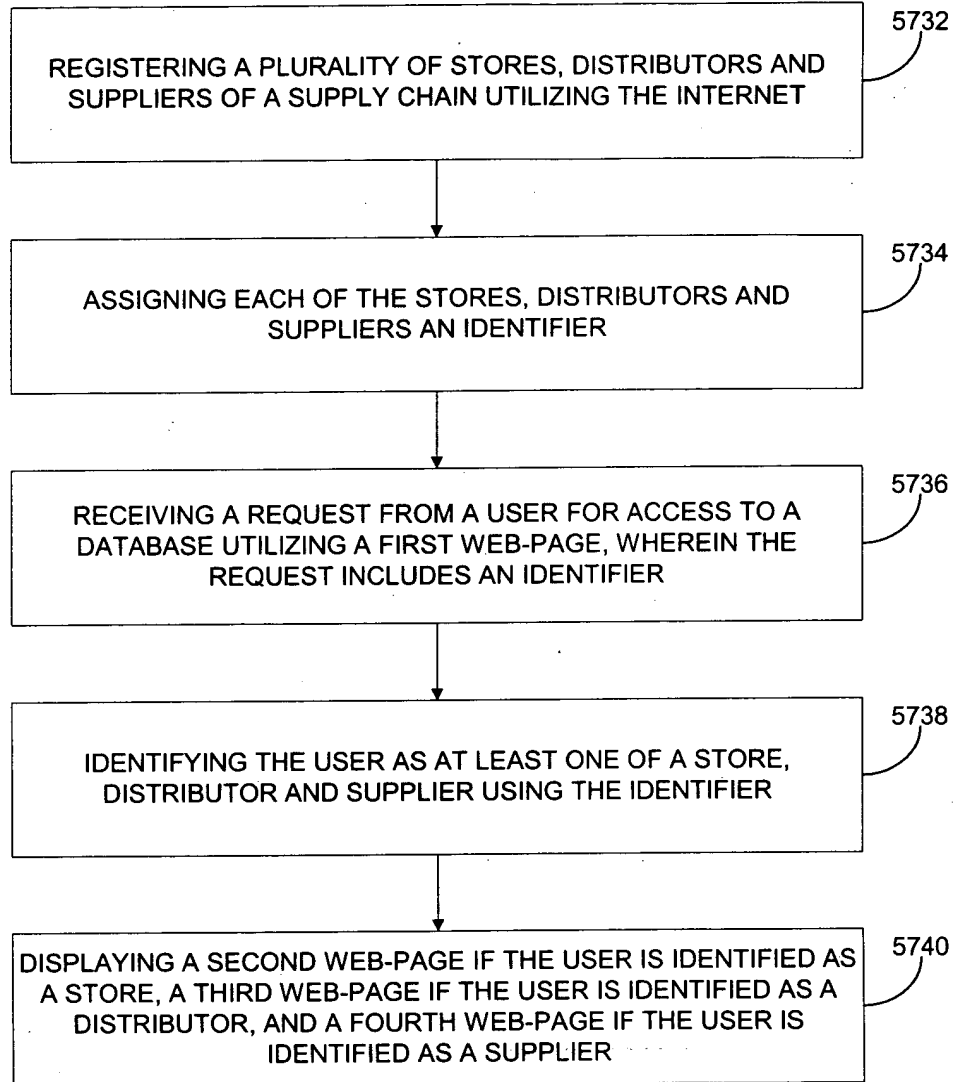
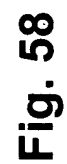


FIG. 57



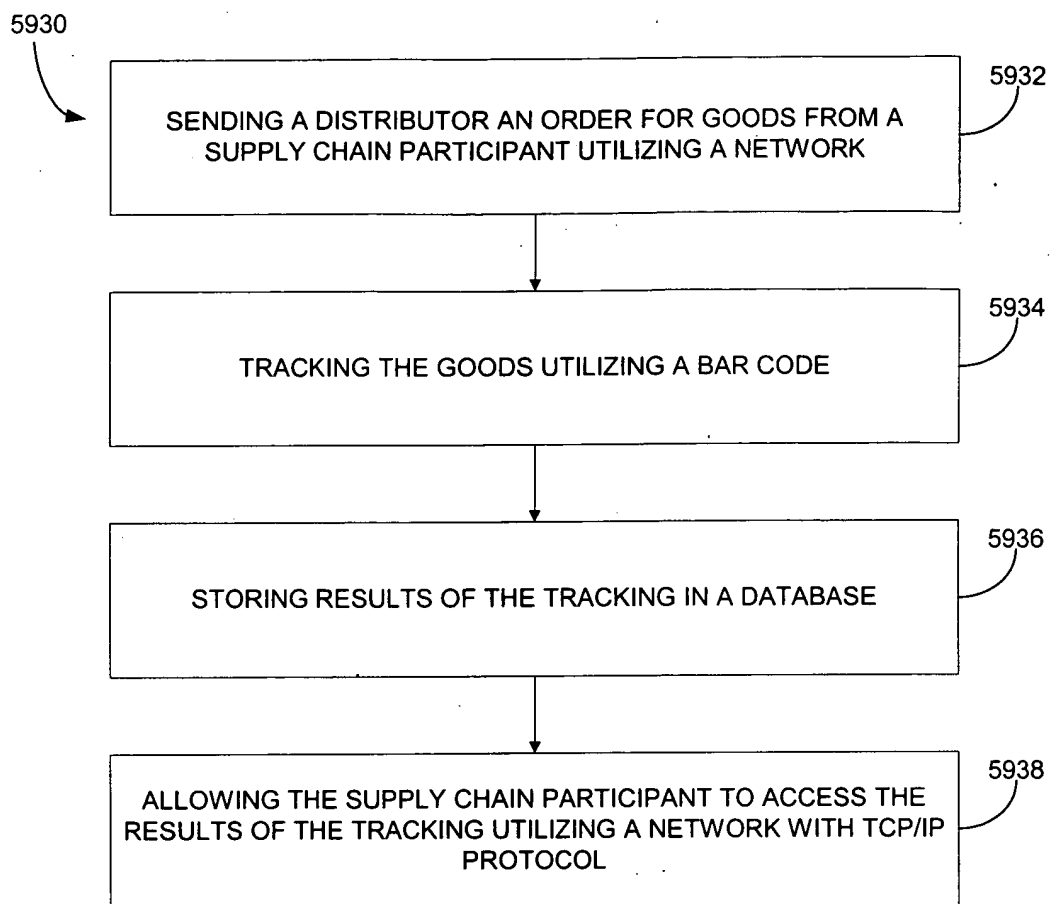


FIG. 59

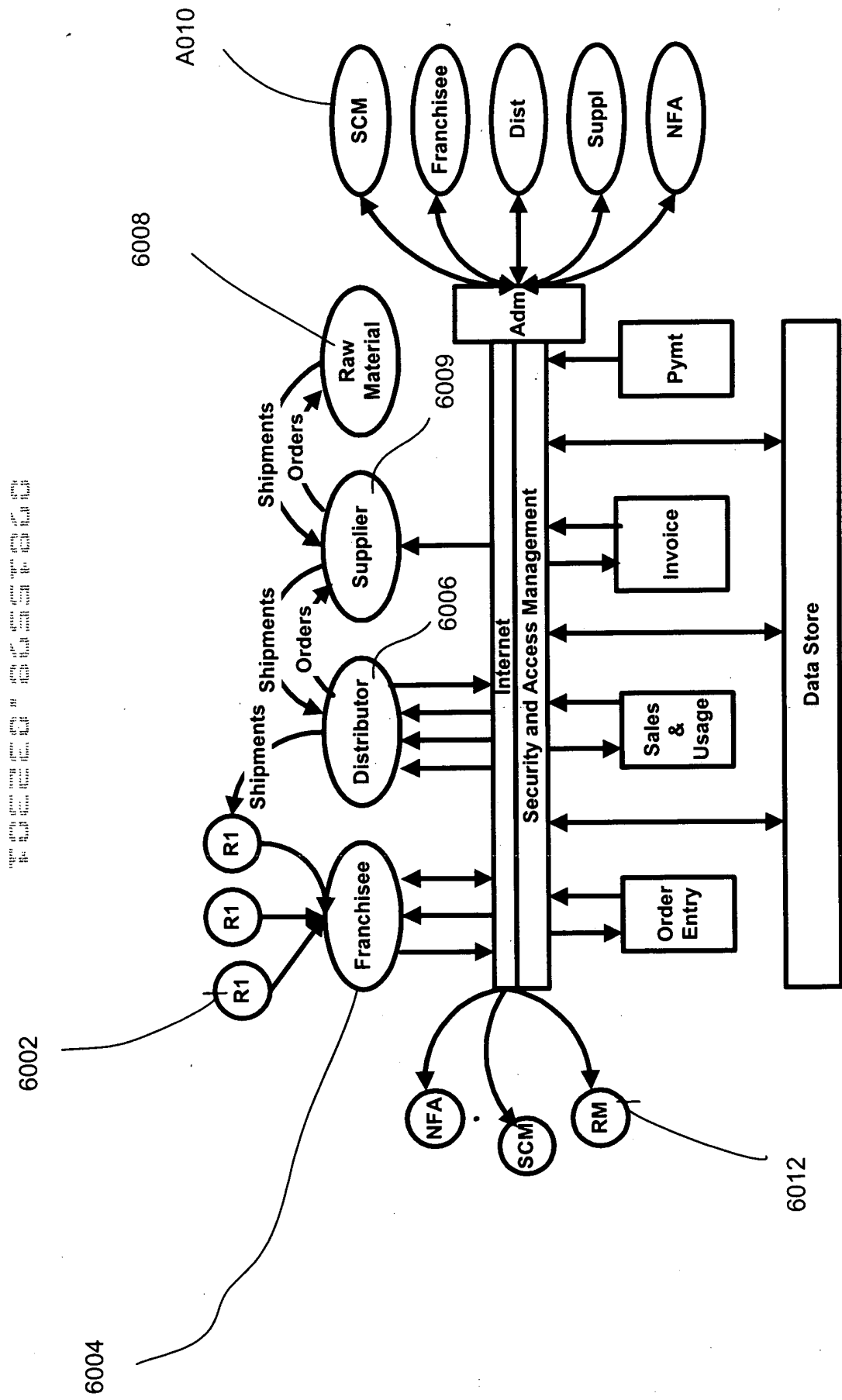


Fig. 60

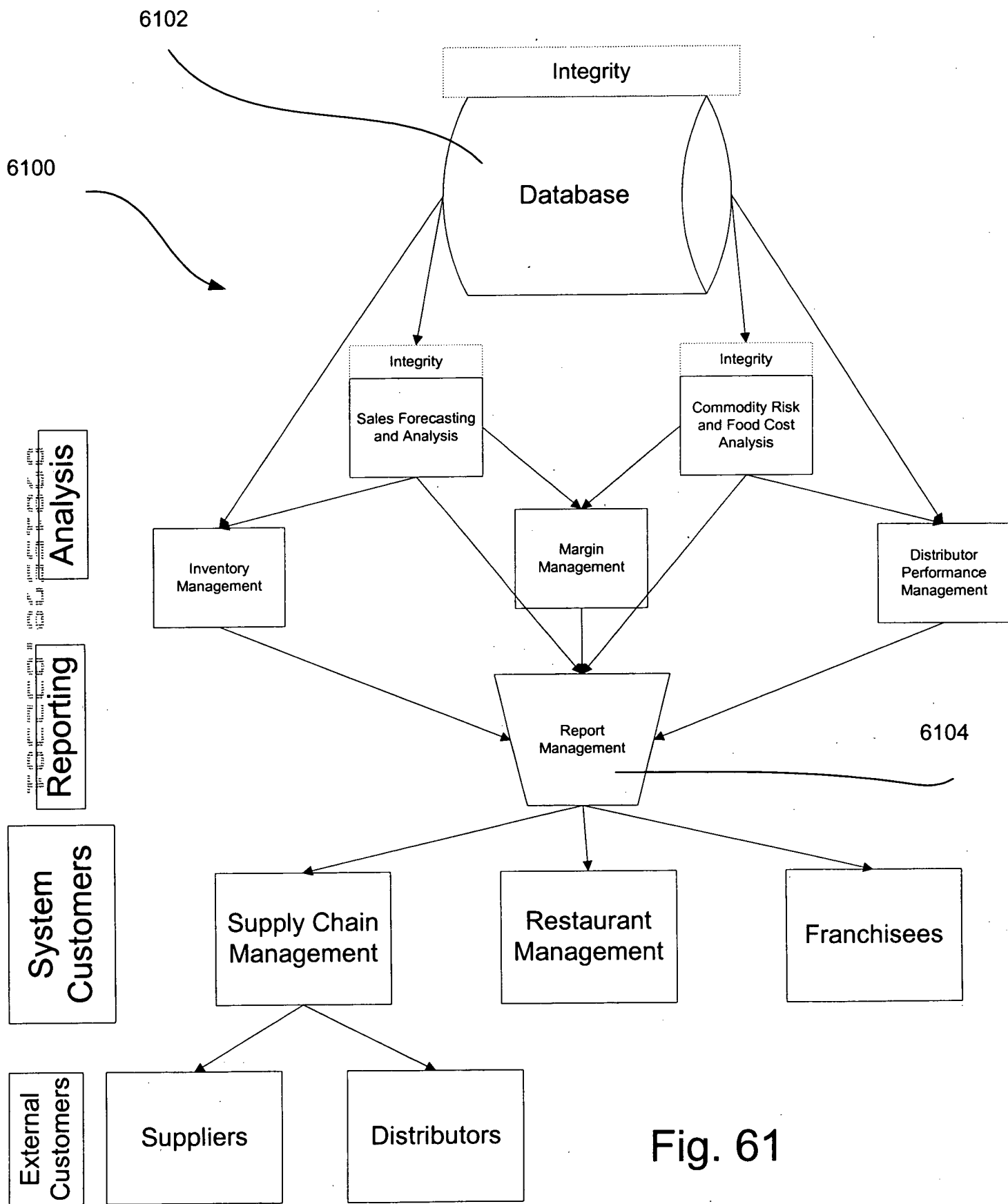


Fig. 61

6230

RECEIVING DATA FROM AT LEAST ONE STORE OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE AT LEAST ONE STORE

6232

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING GOODS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

6234

RECEIVING SUPPLIER INFORMATION FROM A MANAGEMENT HEADQUARTERS UTILIZING THE NETWORK, WHEREIN THE SUPPLIER INFORMATION INCLUDES A PLURALITY OF SUPPLIERS SELECTED TO SUPPLY THE STORE WITH THE GOODS

6236

USING THE SUPPLIER INFORMATION TO TRANSMIT THE ELECTRONIC ORDER FORM TO THE SELECTED SUPPLIERS OF THE SUPPLY CHAIN UTILIZING THE NETWORK

6238

FIG. 62

6300

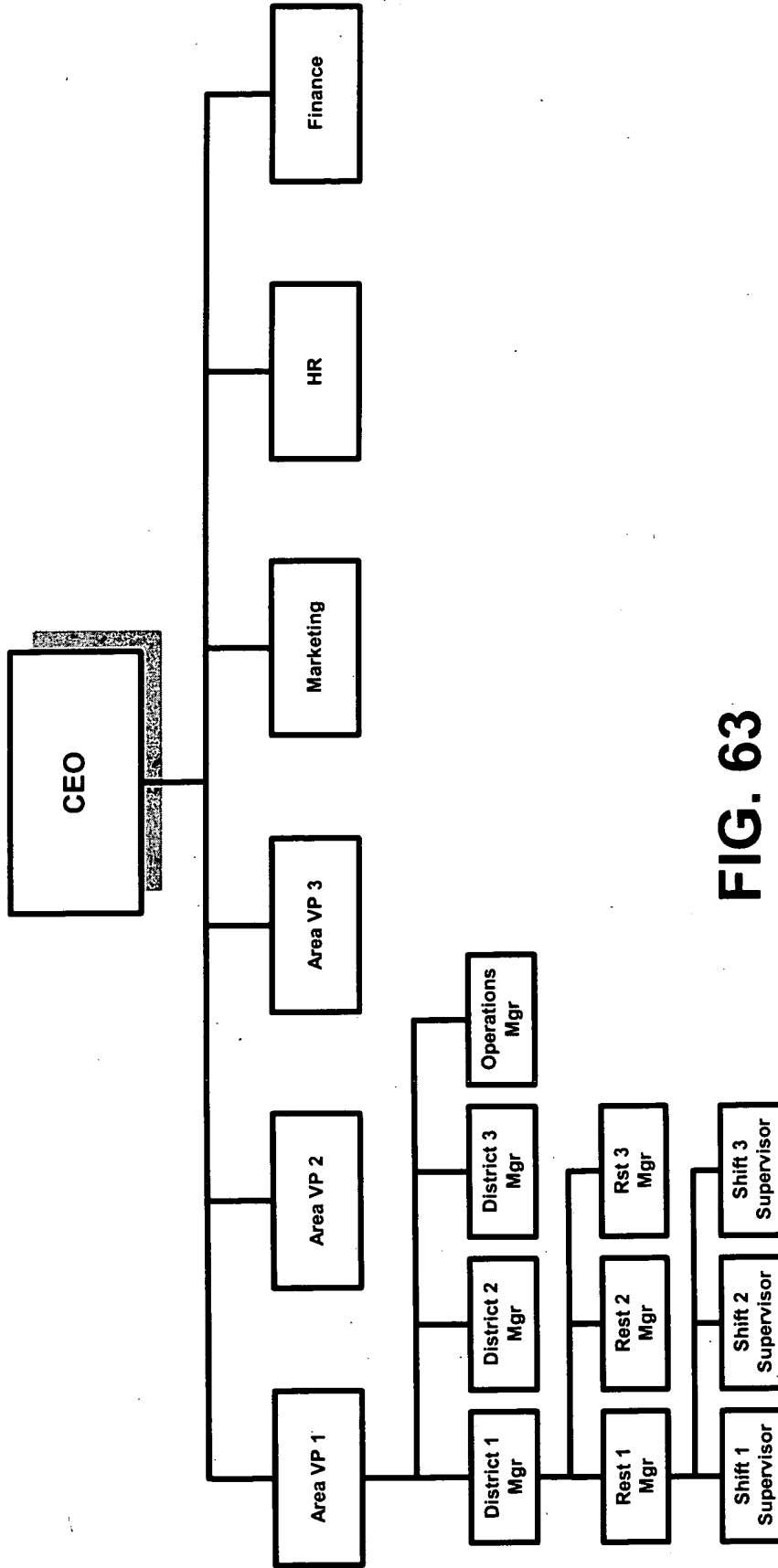


FIG. 63

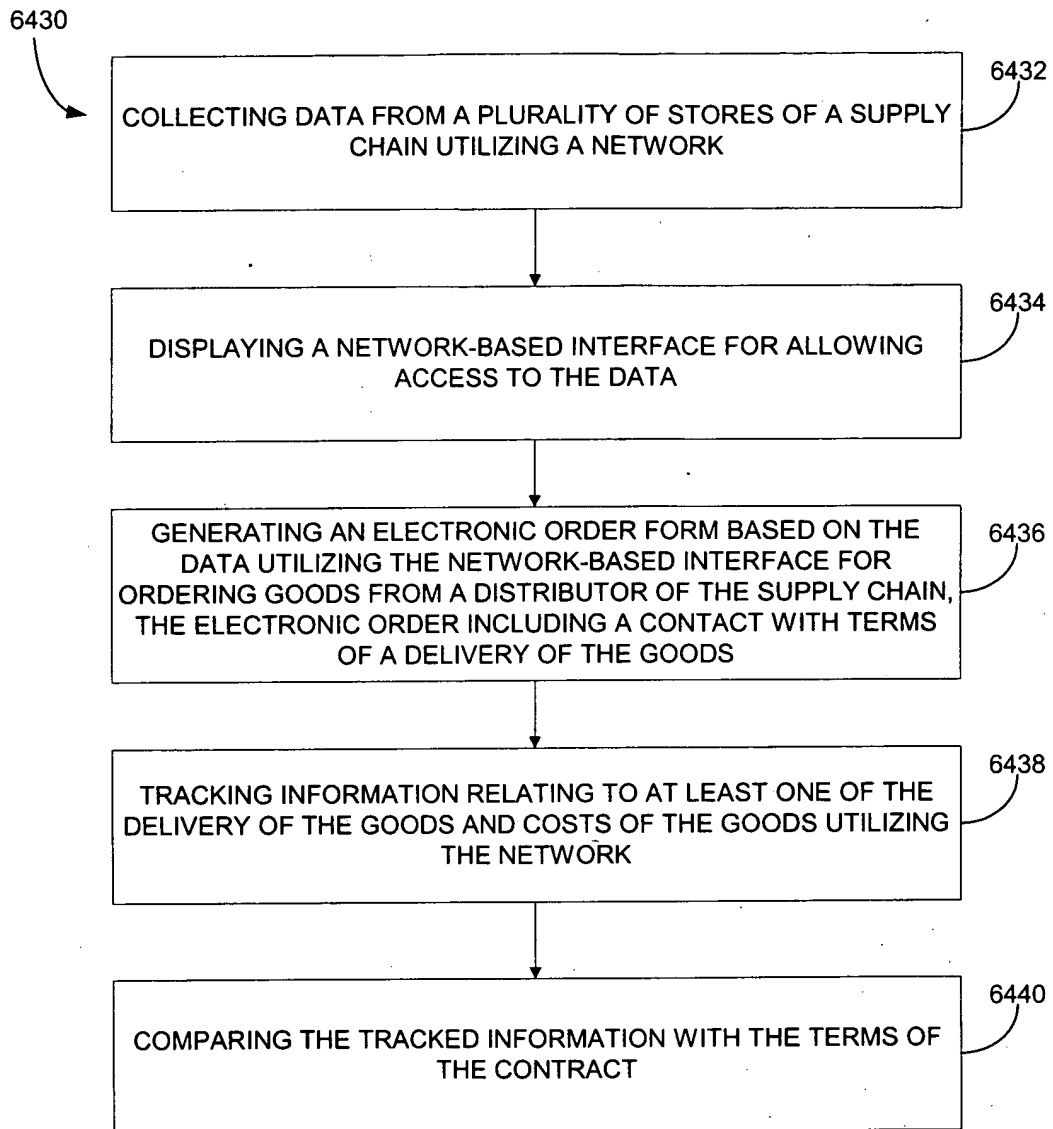


FIG. 64

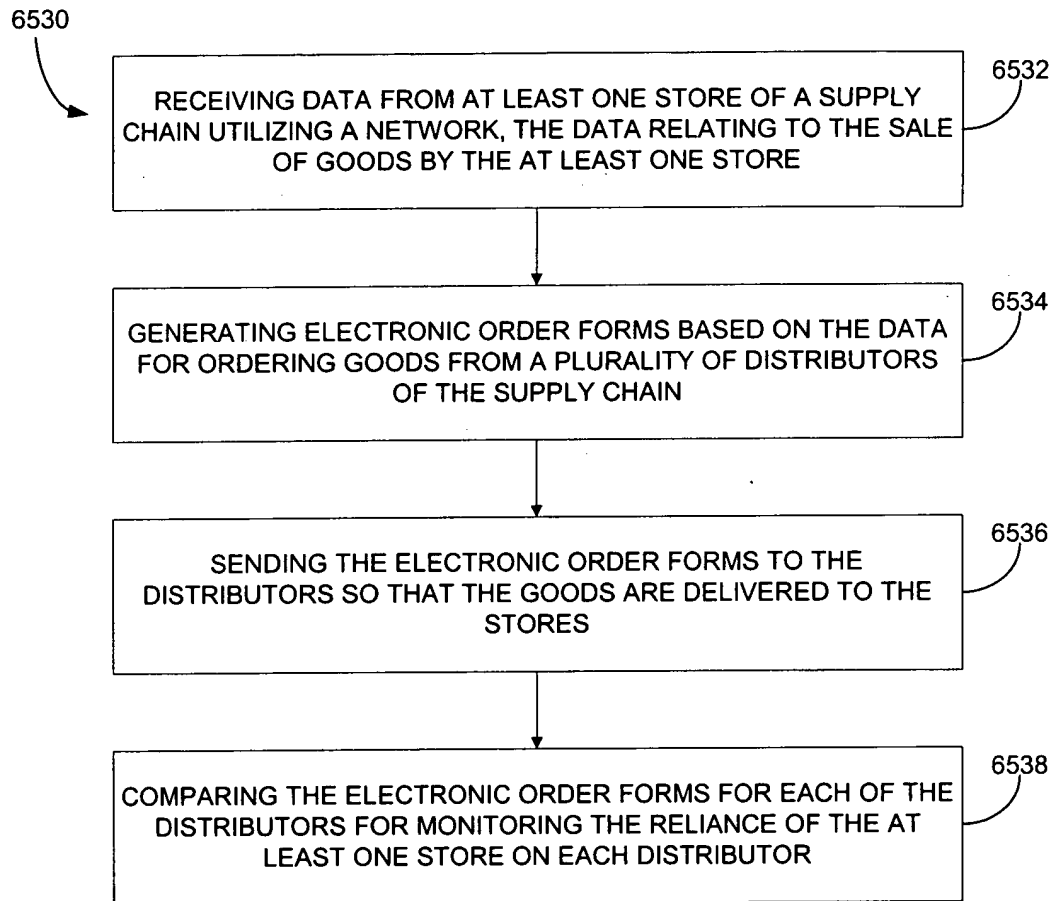


FIG. 65

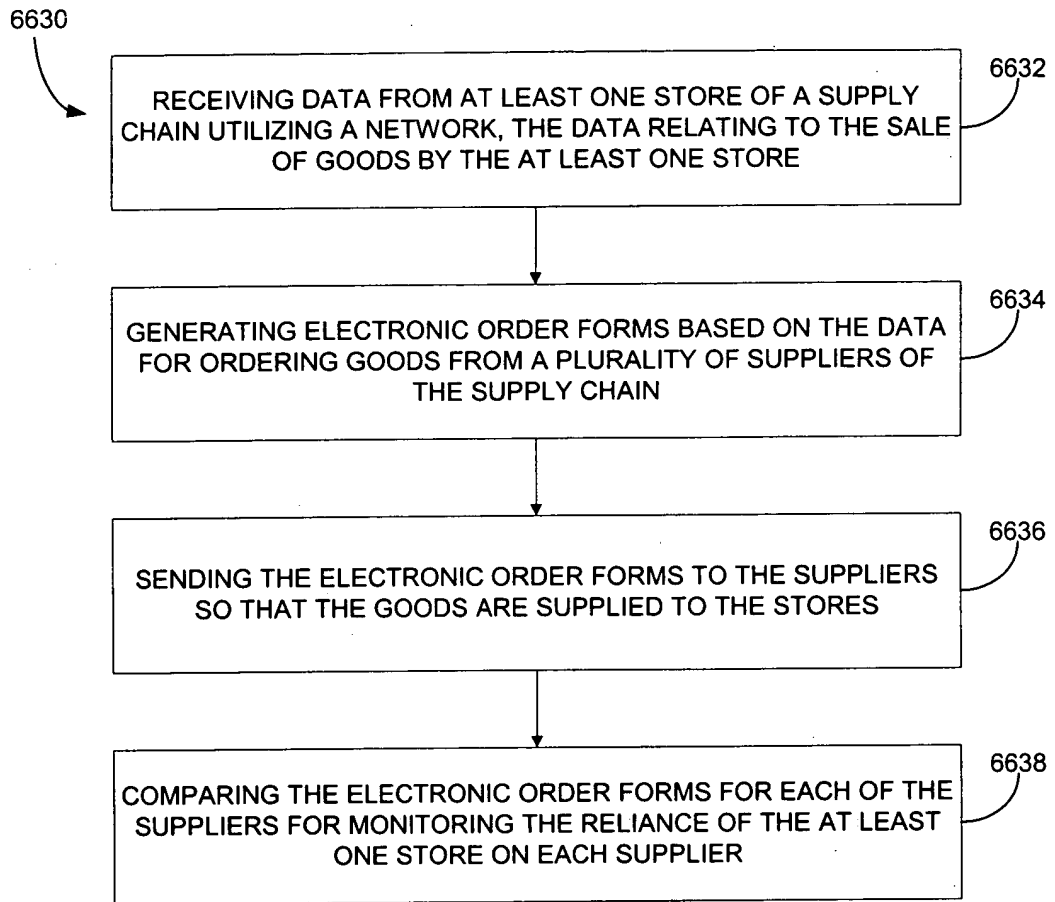


FIG. 66

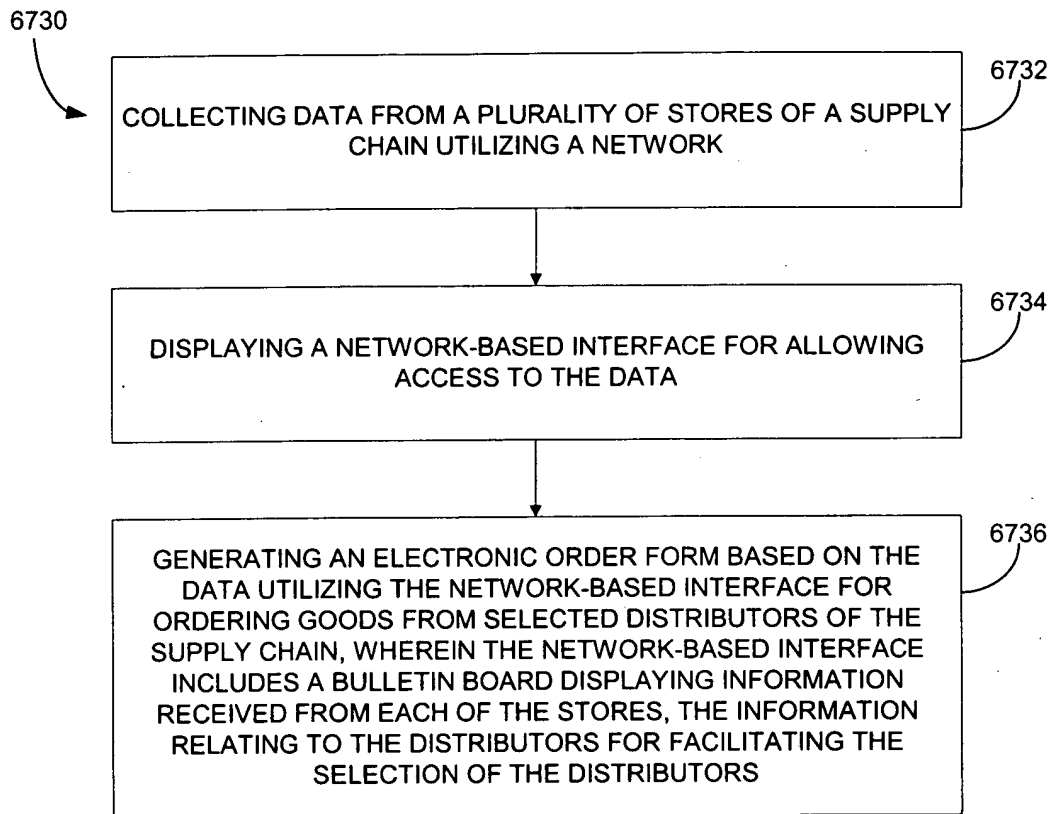


FIG. 67

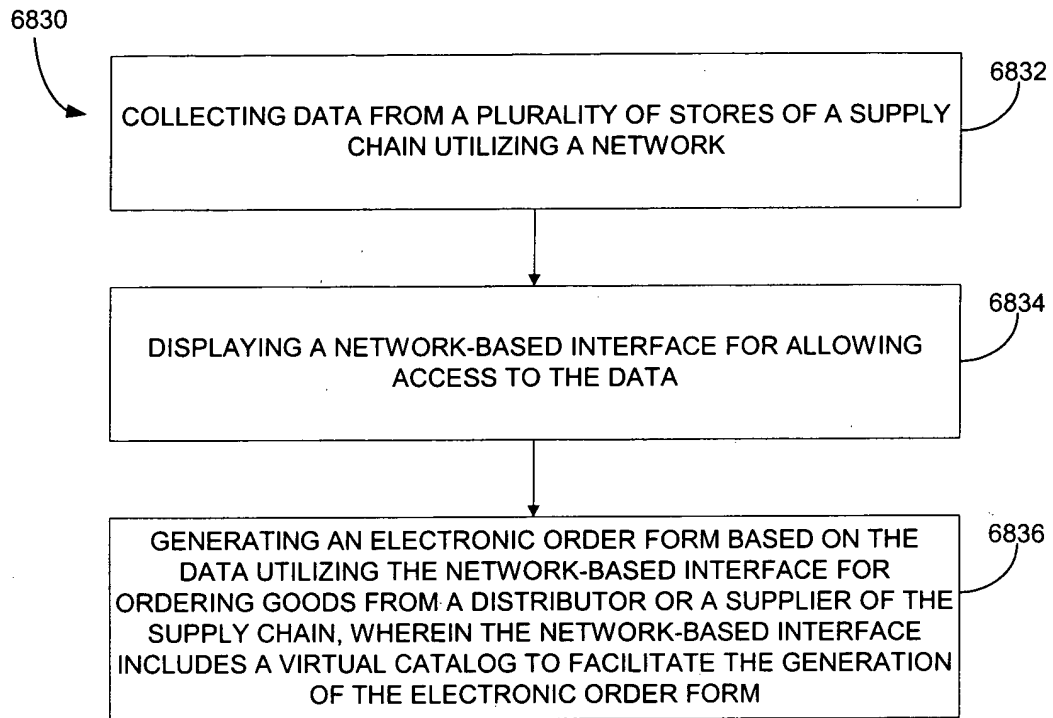


FIG. 68

FIG. 69 is a flowchart illustrating a process for determining high level functional requirements.

6900

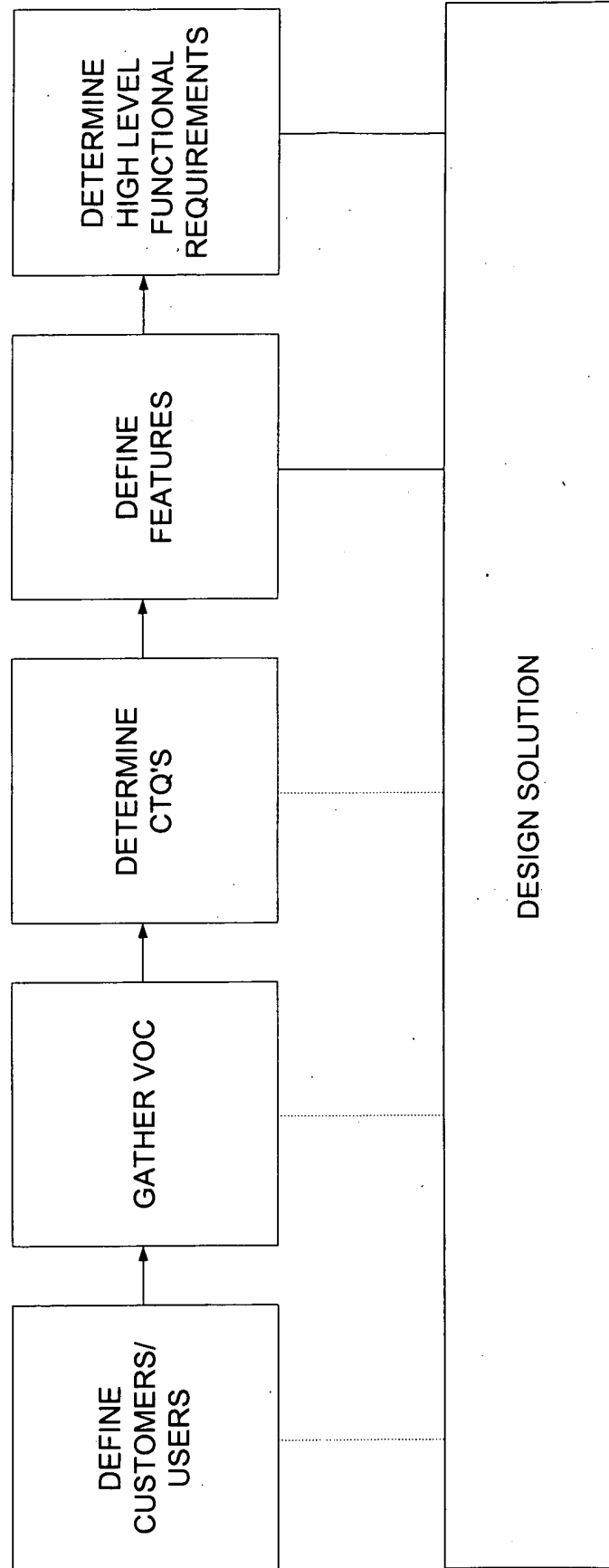


FIG. 69

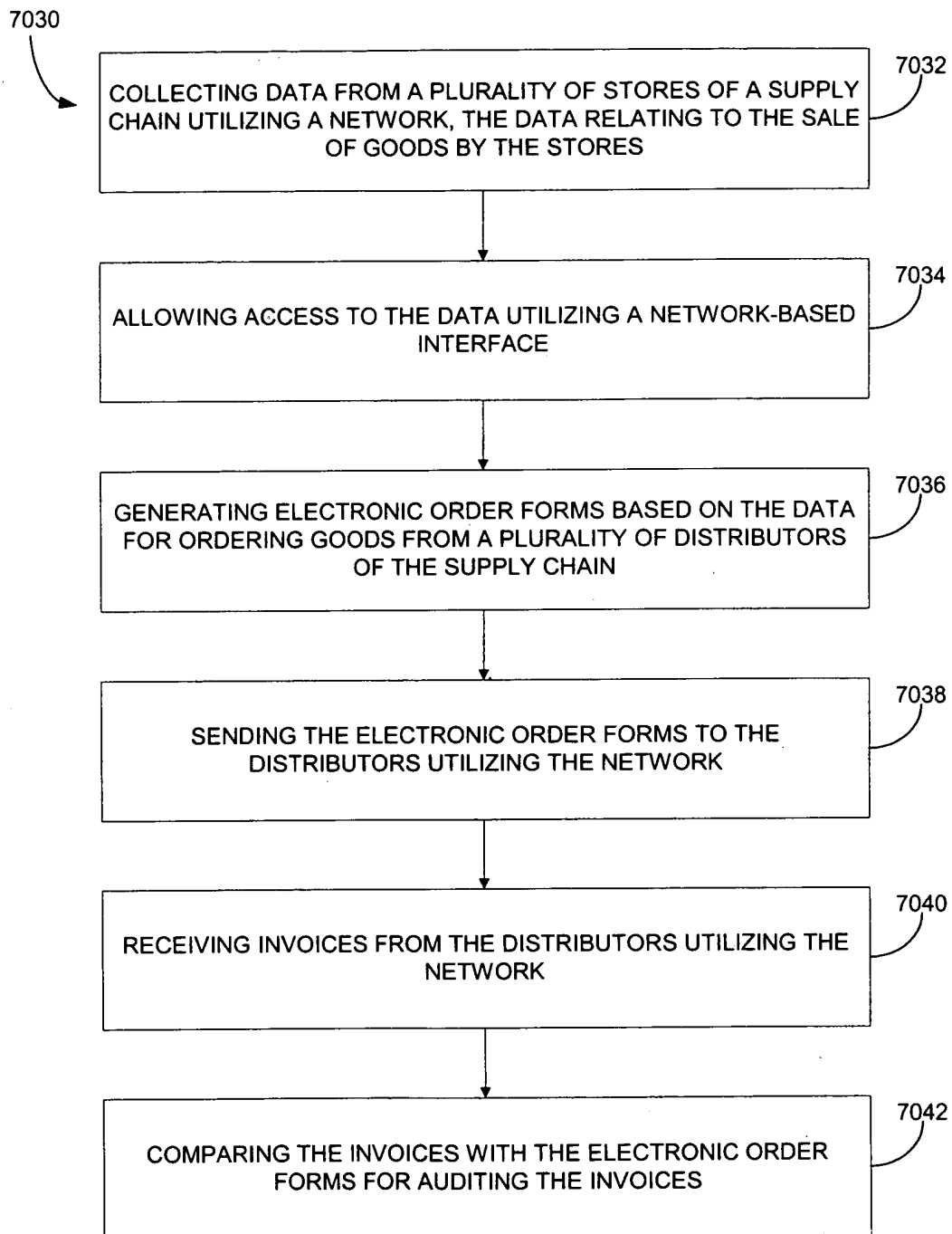


FIG. 70

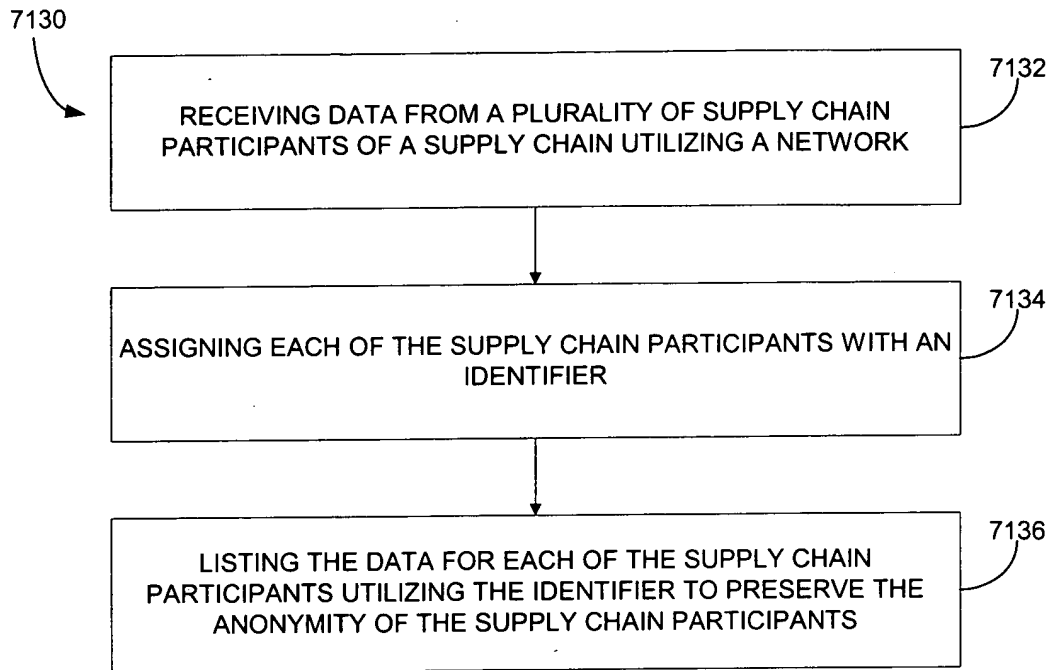


FIG. 71

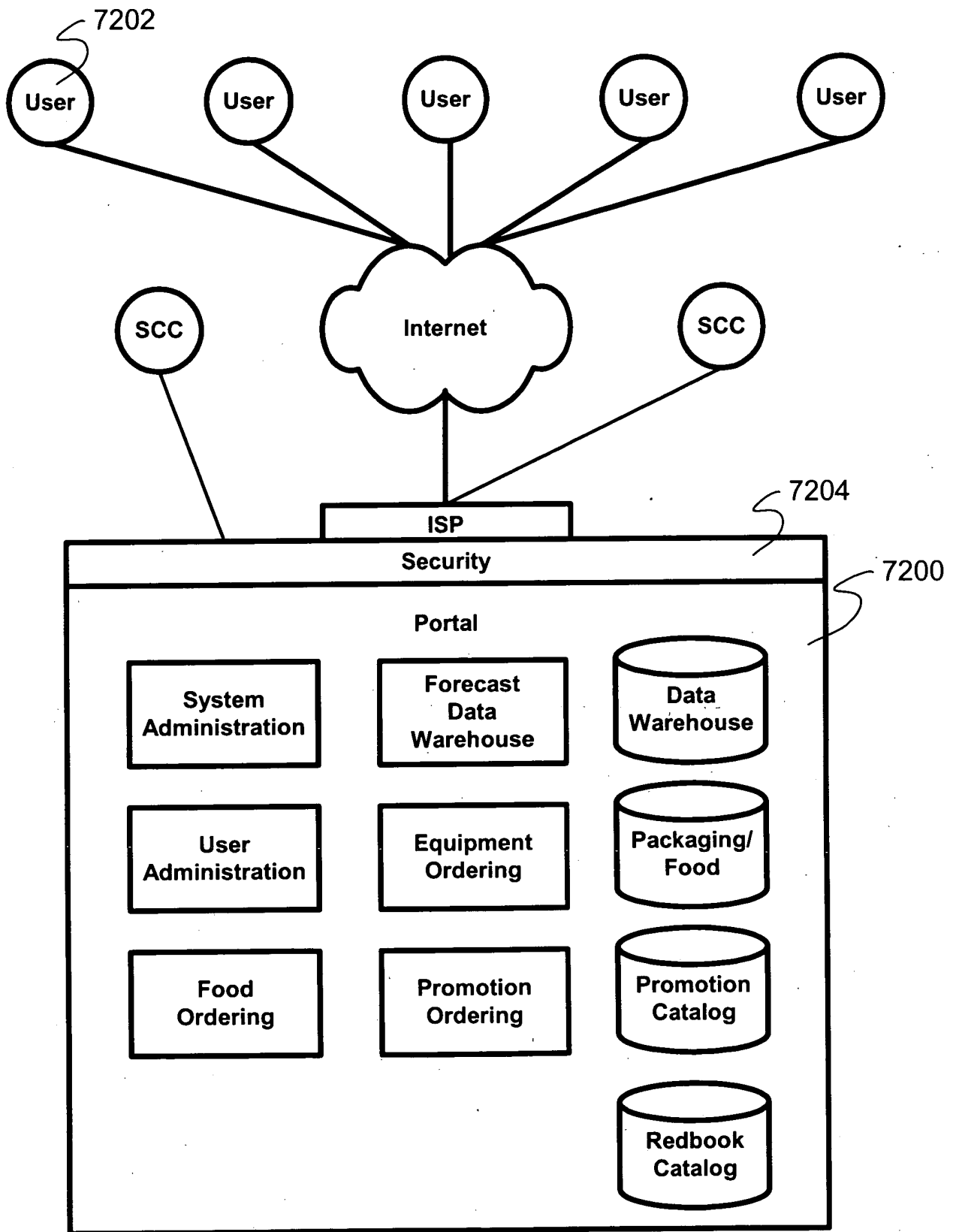


FIG. 72

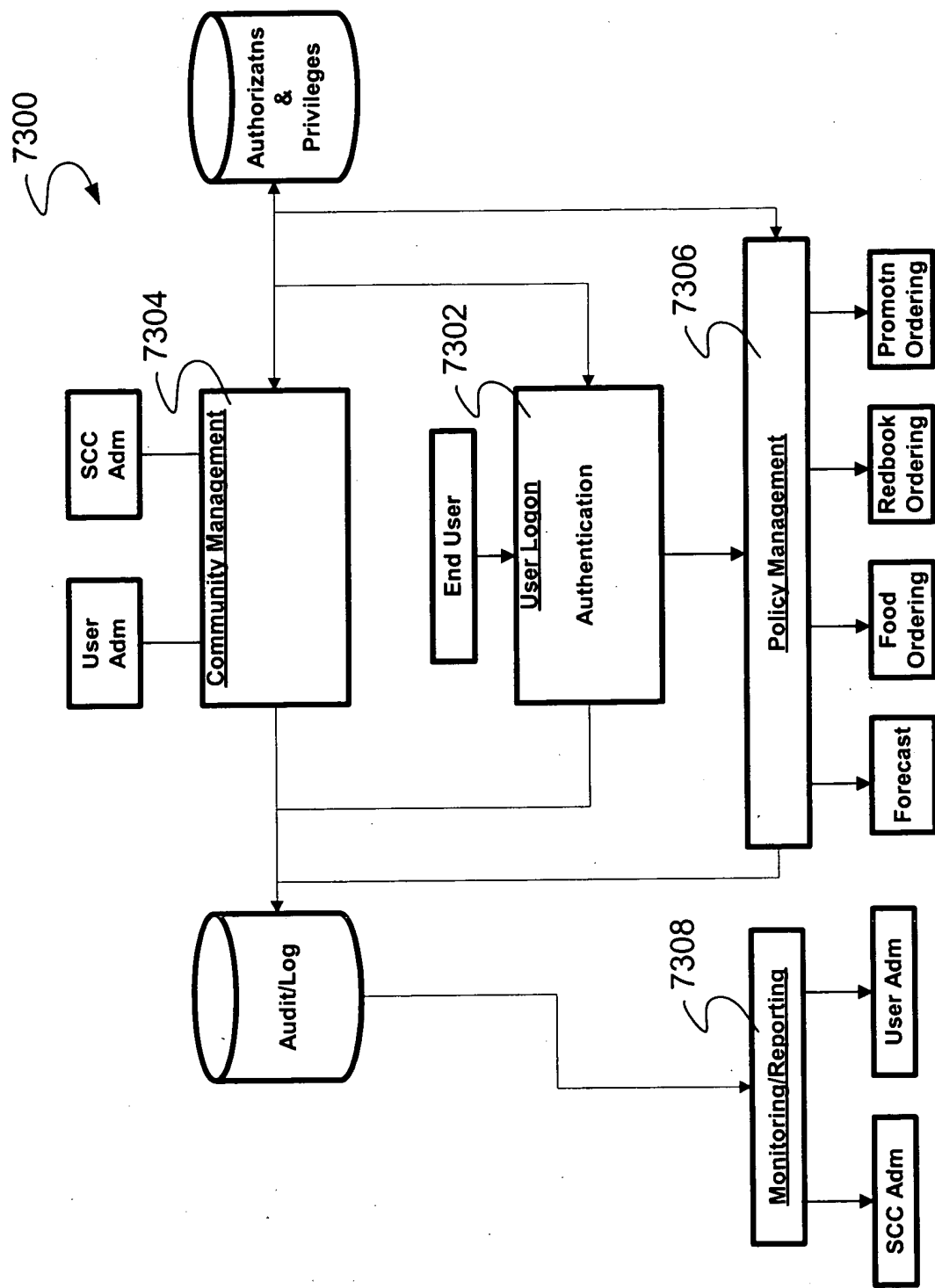


FIG. 73

FIG. 74 is a block diagram of a system 7402 for managing restaurant groups. The system includes a user (User ABC) who interacts with a manager role (Manager Role) and two applications (F&P Order App and Forecast App). The manager role is associated with the user and has permissions to order food and view forecasts. The F&P Order App is used to place food and beverage orders for restaurants, and the Forecast App is used to view forecasts for restaurants. The system also includes a database (Group 1 and Group 2) that stores information about restaurants and their forecasts.

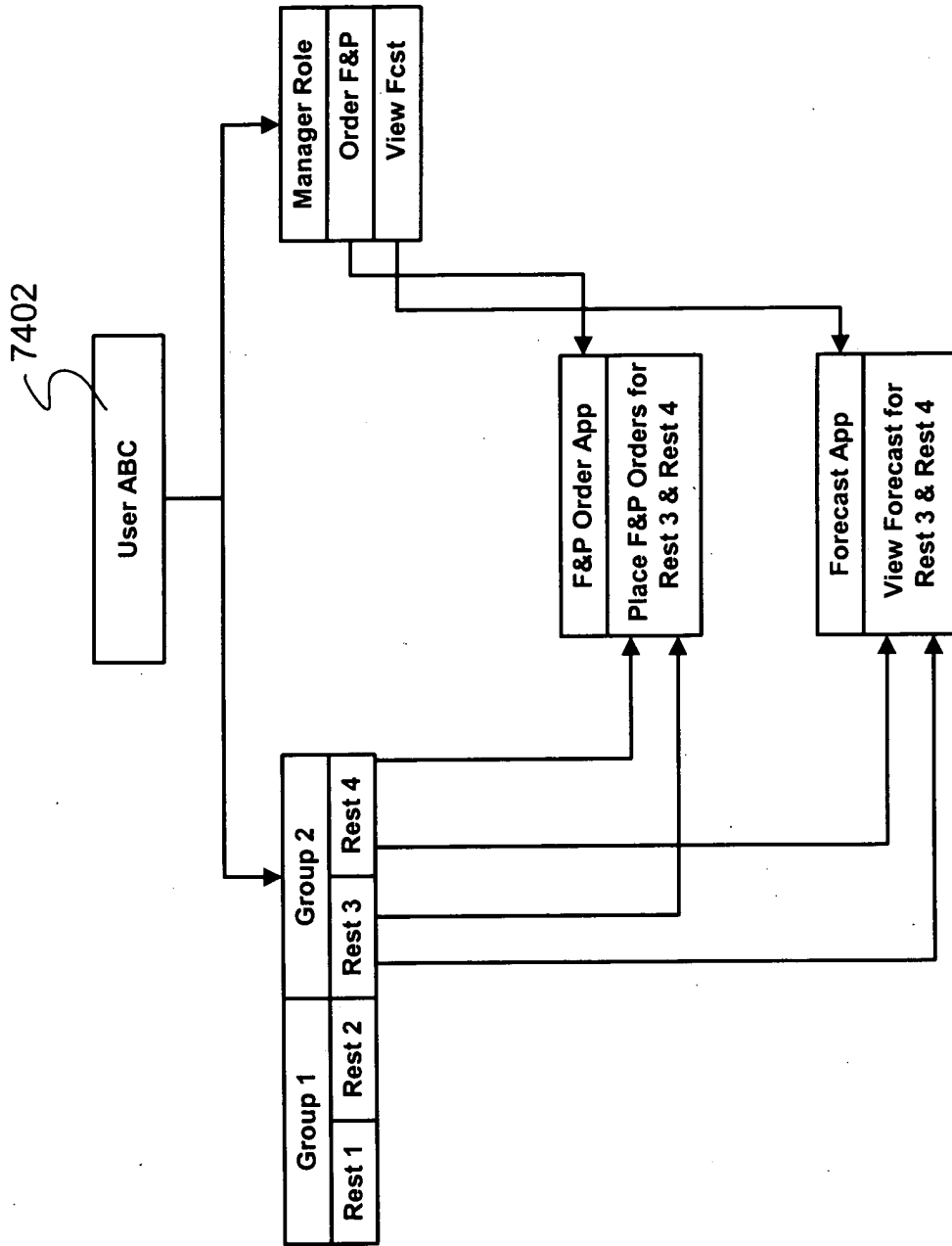


FIG. 74

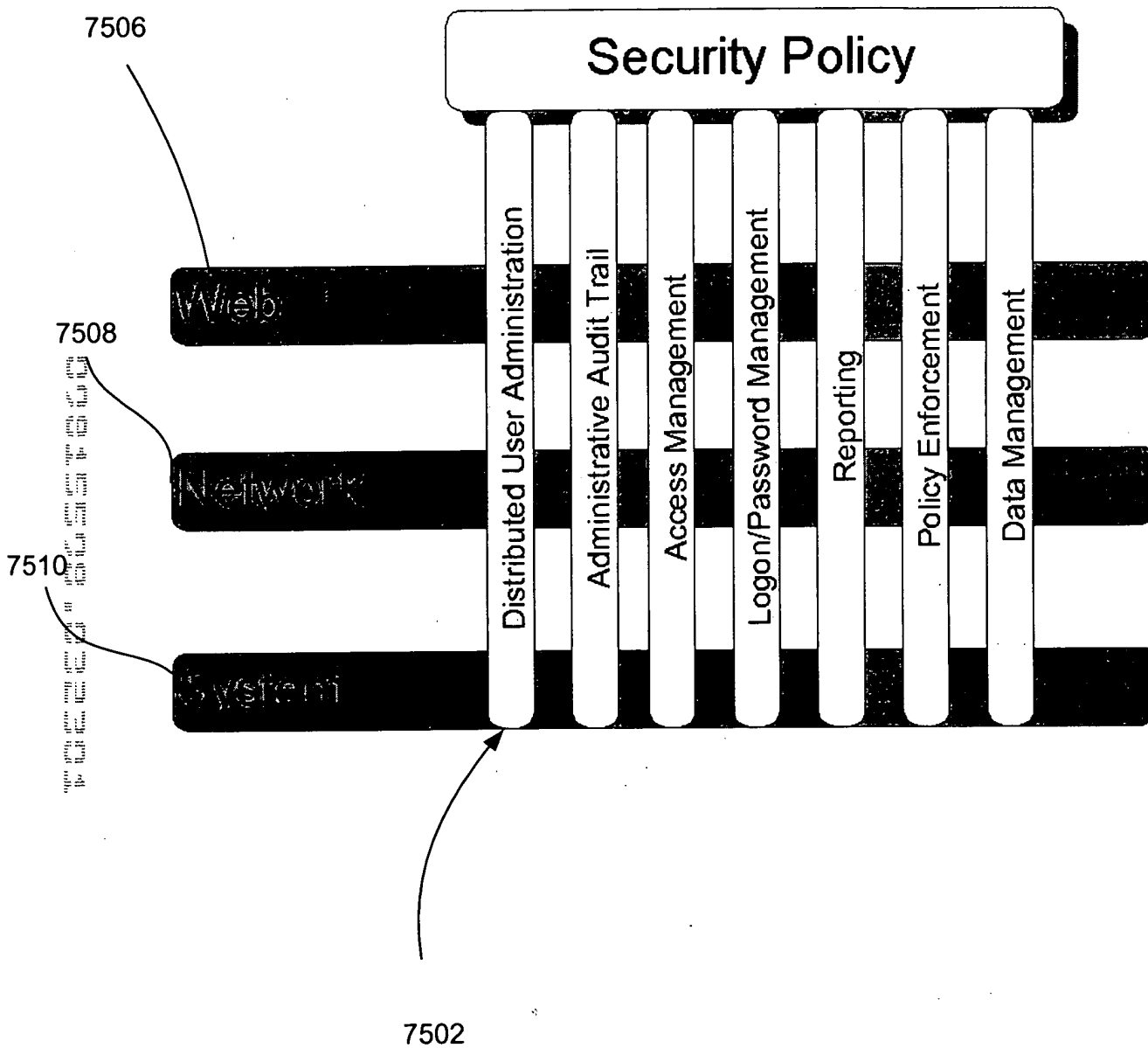


Fig. 75

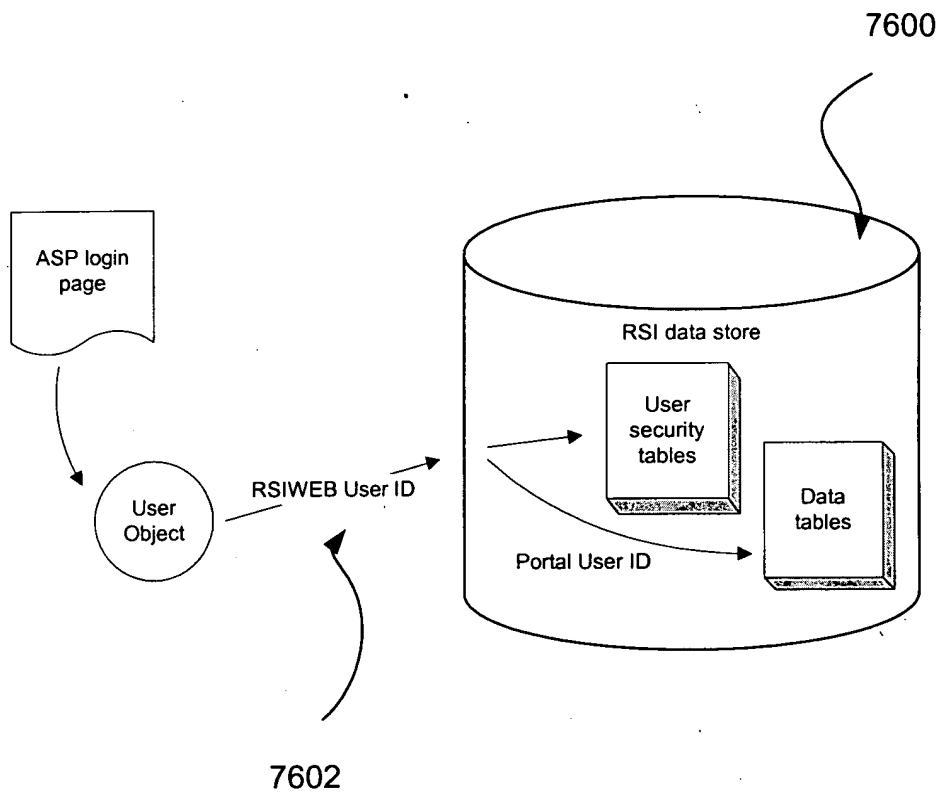


Fig. 76

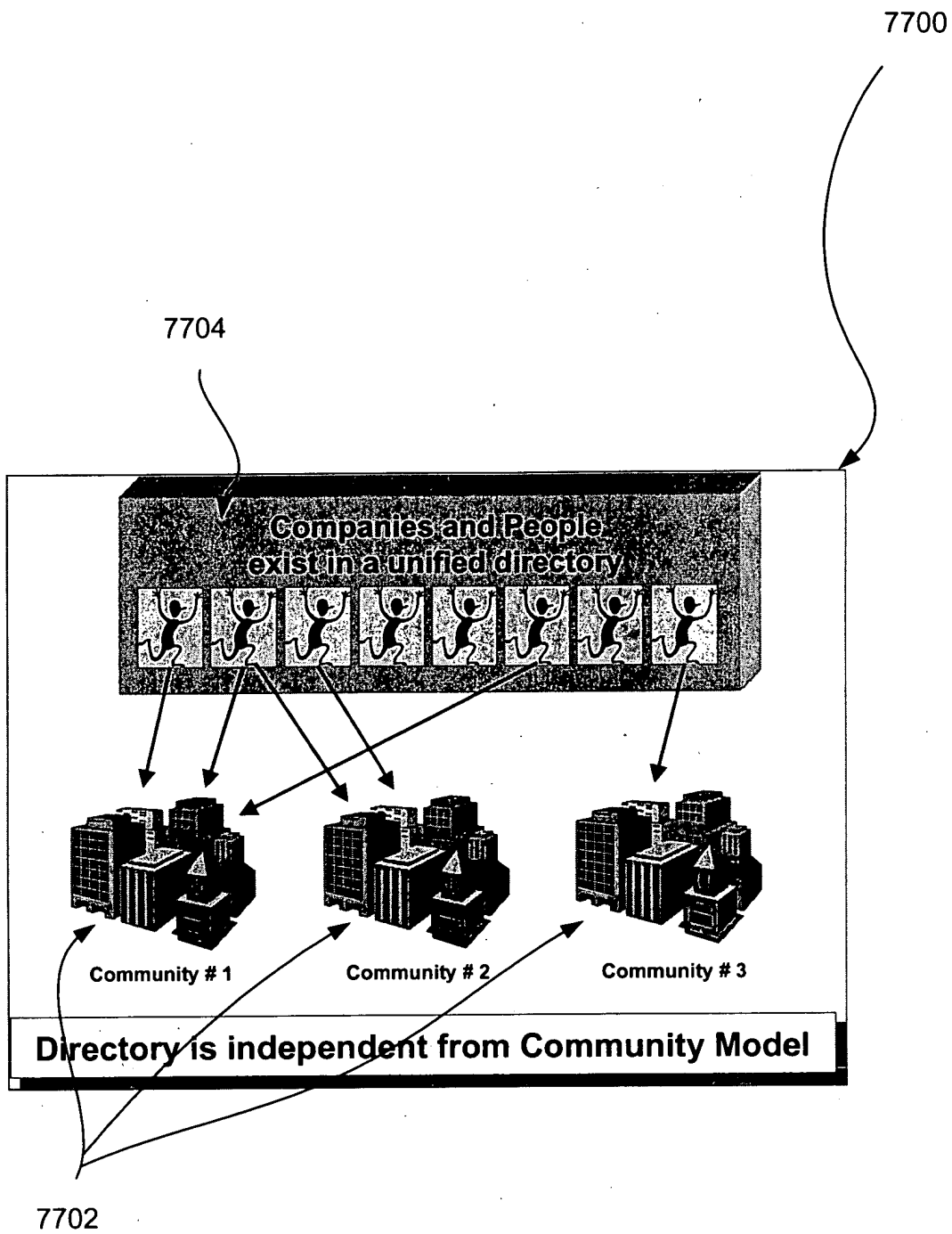


Fig. 77

7800

7802

7804

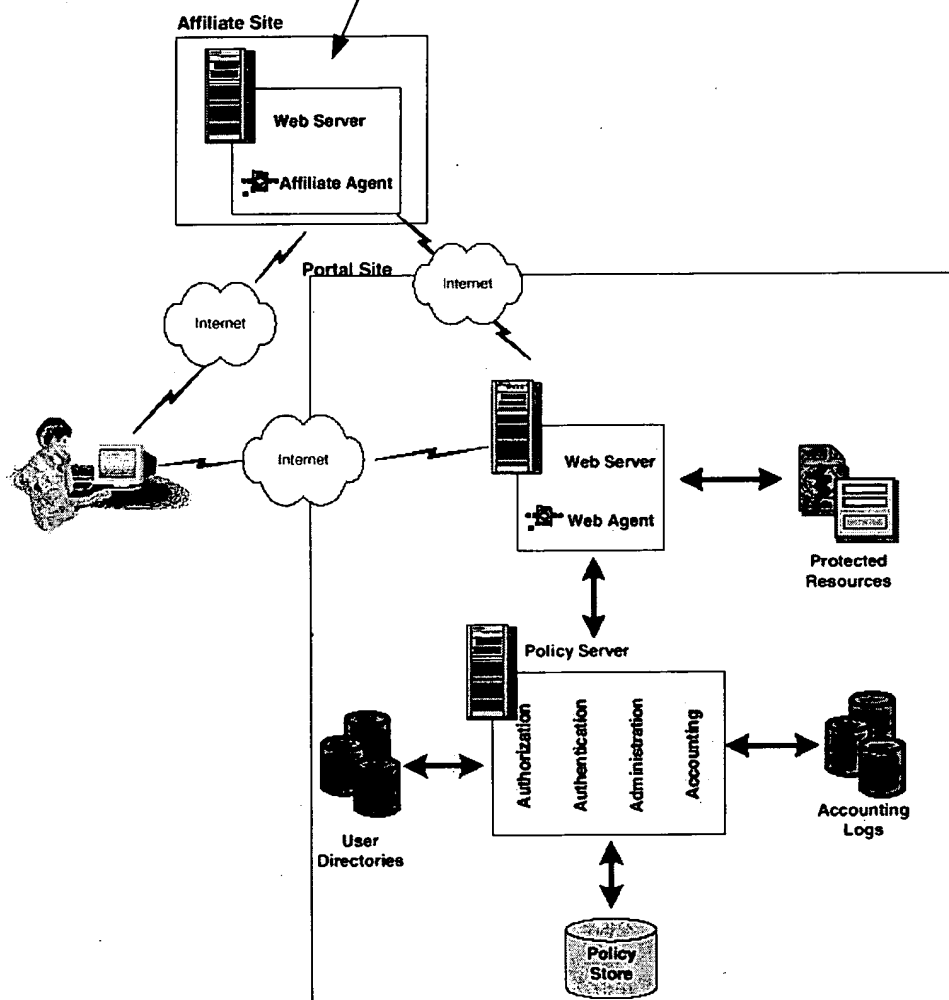


Fig. 78

7900

7902

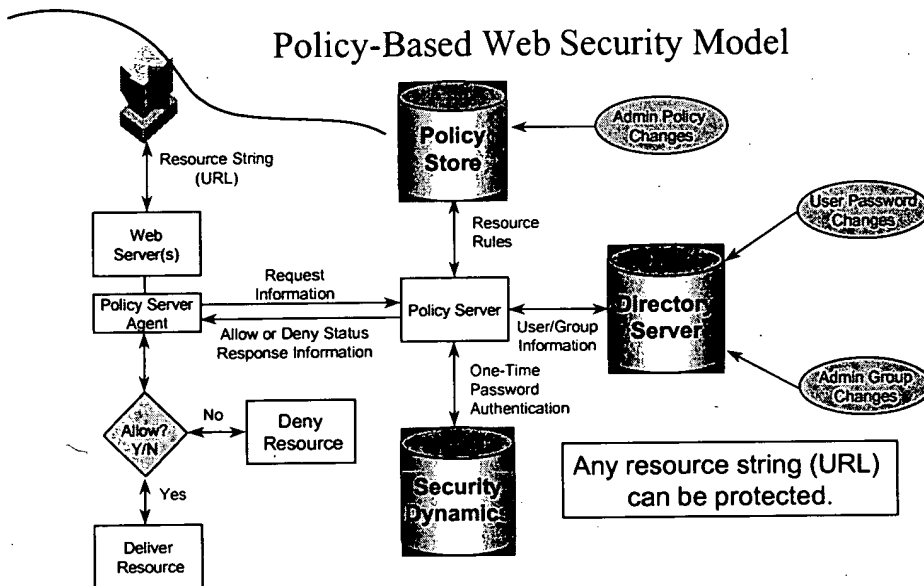
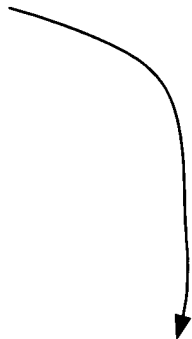


Fig. 79

8030

REGISTERING A PLURALITY OF USERS INCLUDING SUPPLIERS,
DISTRIBUTORS, AND STORES OF A SUPPLY CHAIN UTILIZING A
NETWORK

8032

MAINTAINING THE REGISTERED USERS ON A LIST

8034

COLLECTING DATA FROM A PLURALITY OF STORES OF THE
SUPPLY CHAIN UTILIZING THE NETWORK

8036

UPDATING THE LIST TO ADD, EDIT, AND DELETE THE USERS
UTILIZING THE NETWORK

8038

RECEIVING A REQUEST FOR ACCESS TO THE DATA UTILIZING
THE NETWORK, THE REQUEST INCLUDING AN IDENTIFIER

8040

COMPARING THE IDENTIFIER AGAINST THE LIST

8042

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING
ACCESS TO THE DATA UPON THE SUCCESSFUL COMPARISON OF
THE IDENTIFIER AGAINST THE LIST

8042

FIG. 80

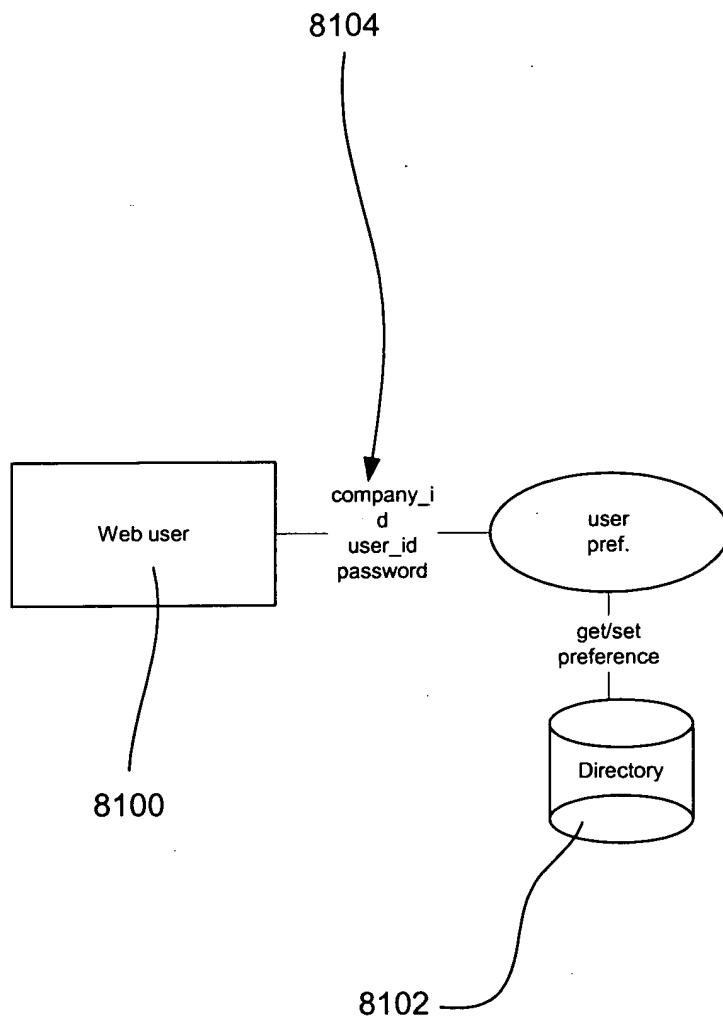


Fig. 81

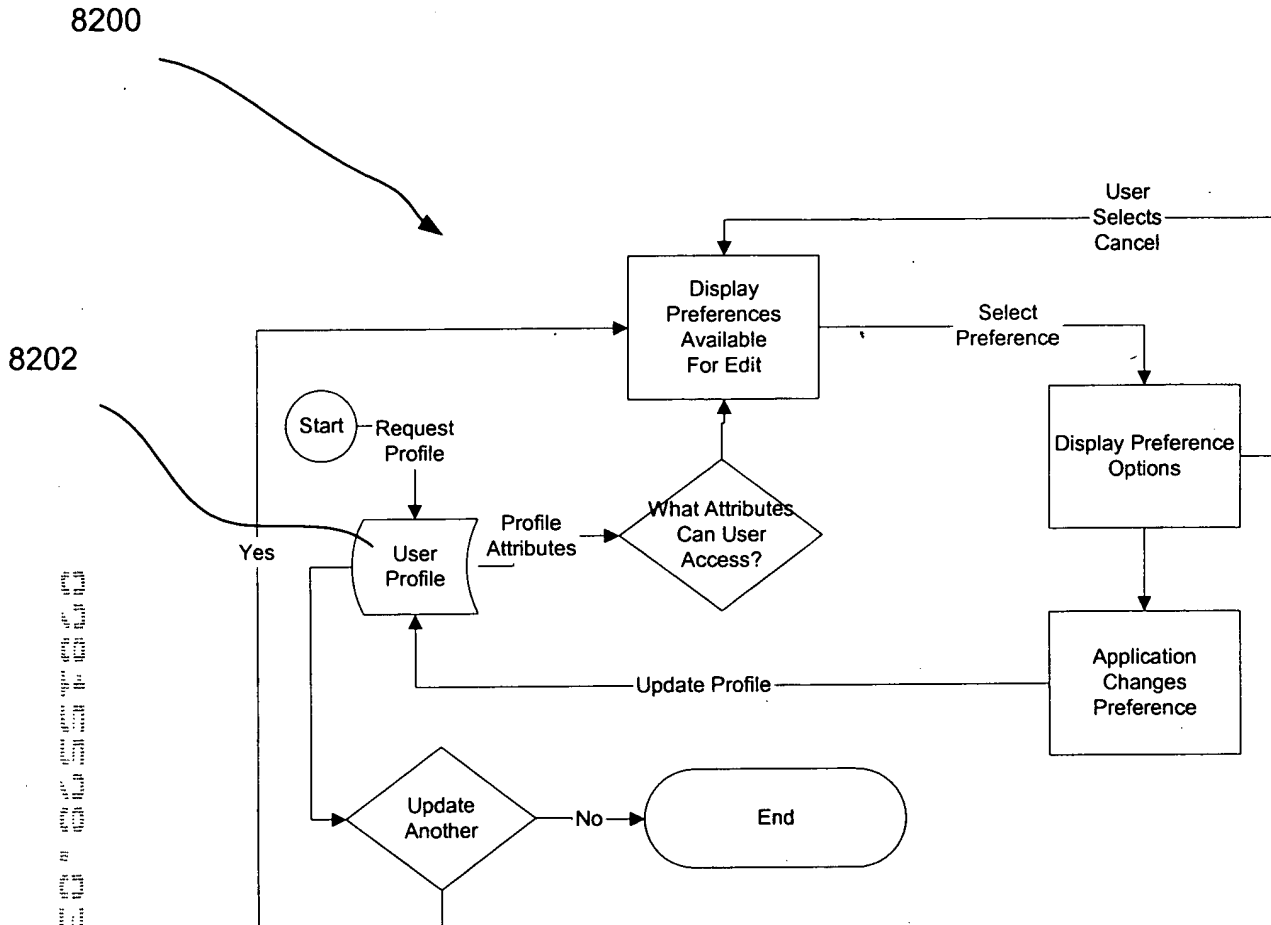


Fig. 82

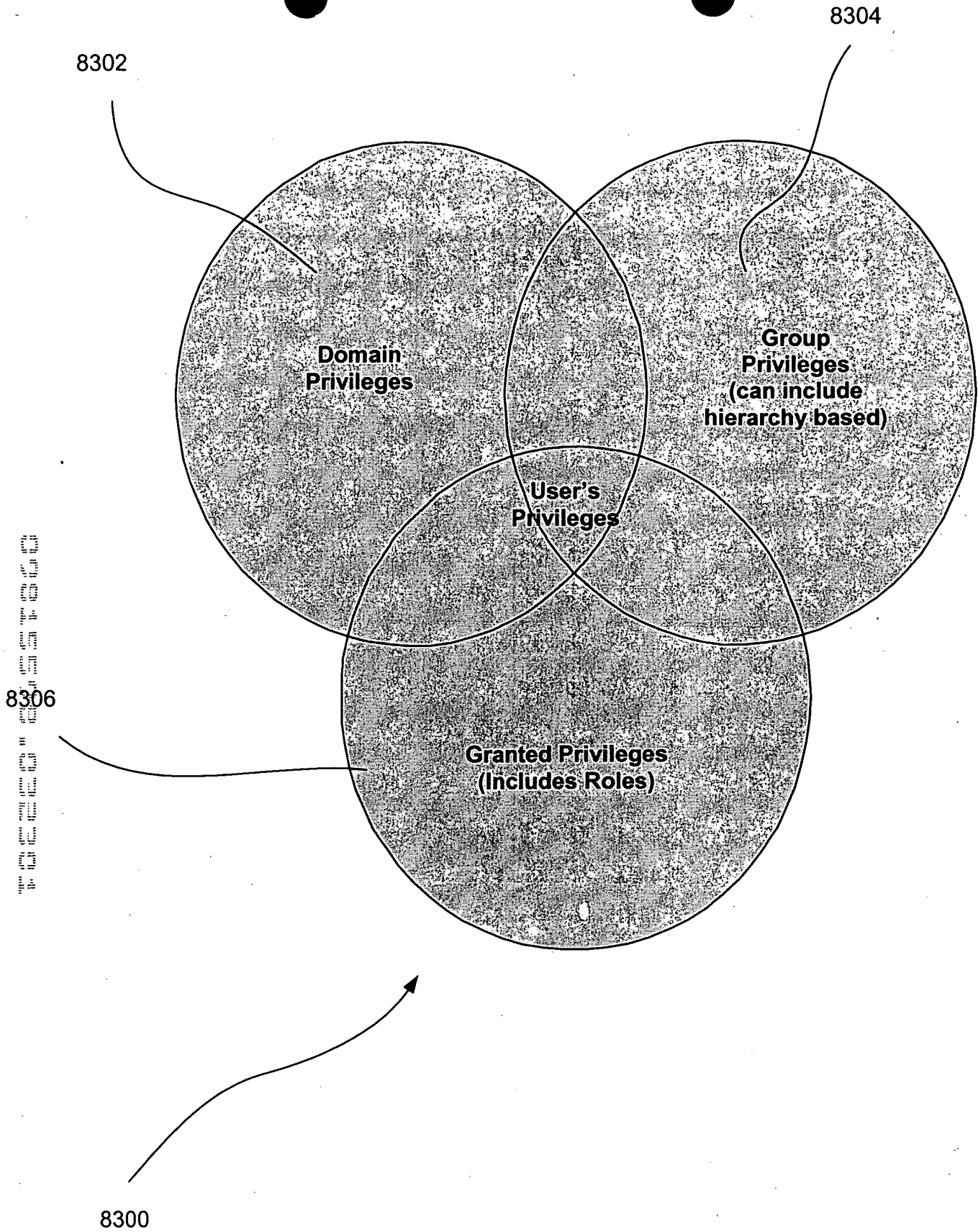


Fig. 83

8404

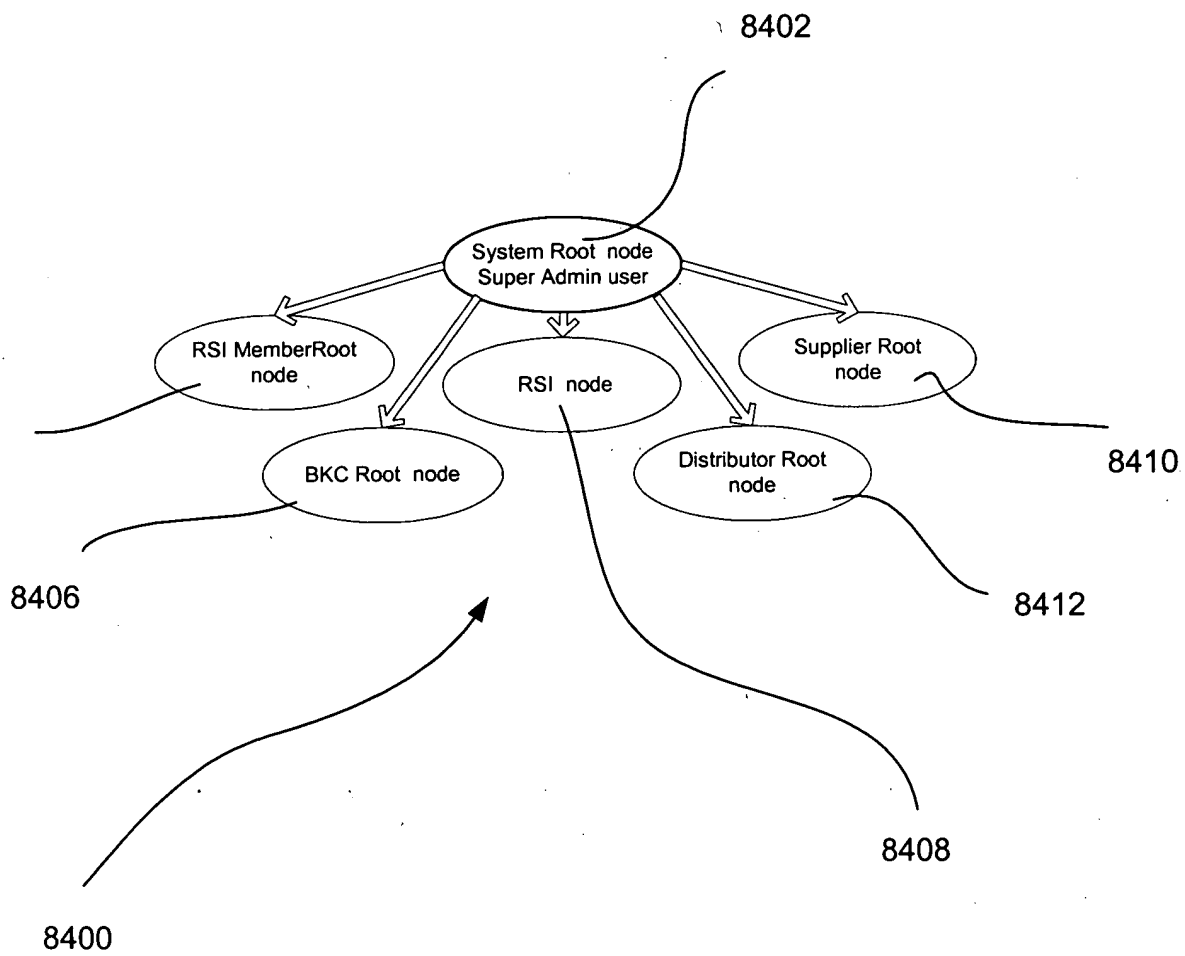


Fig. 84

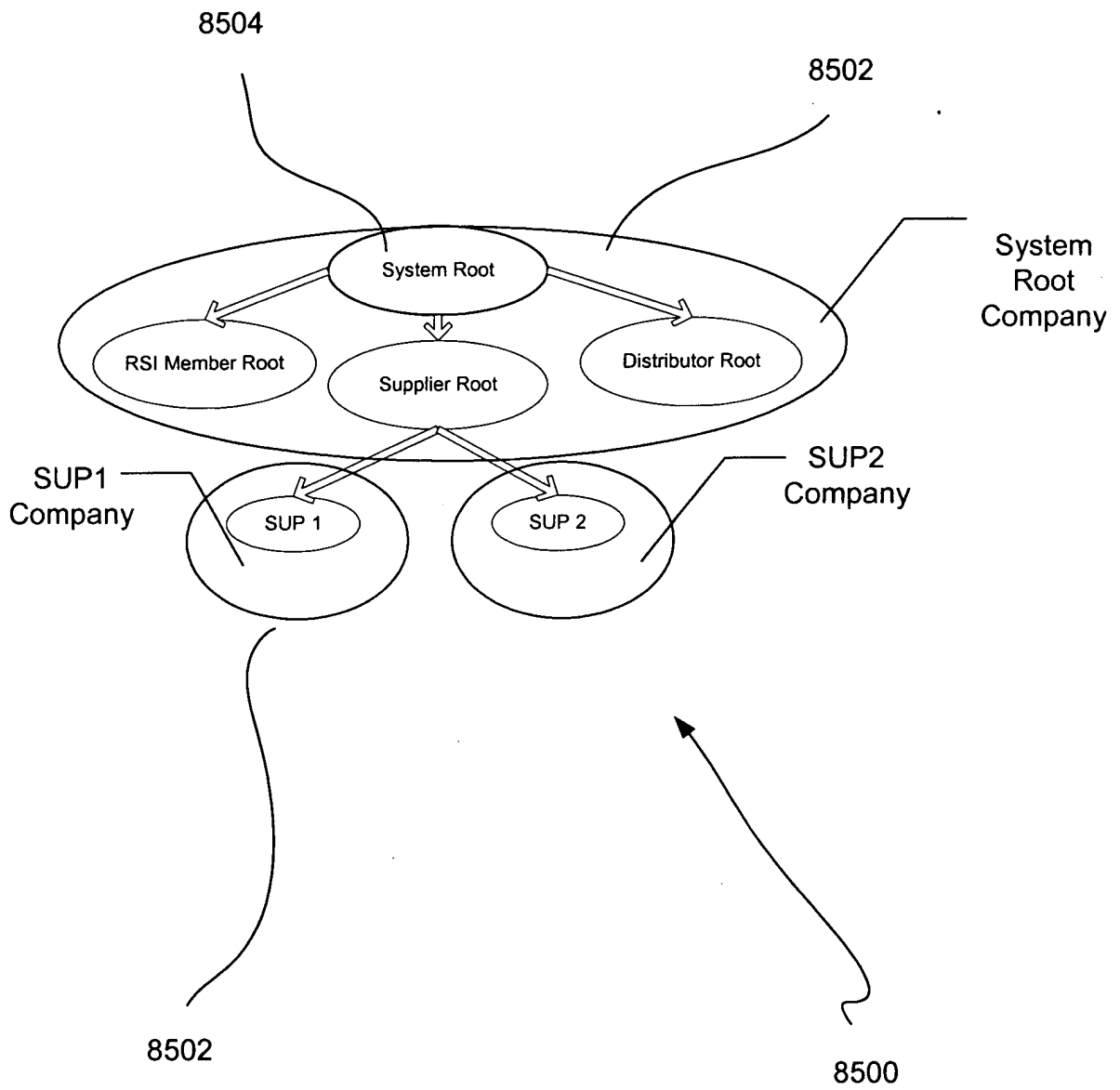


Fig. 85

8600

8602

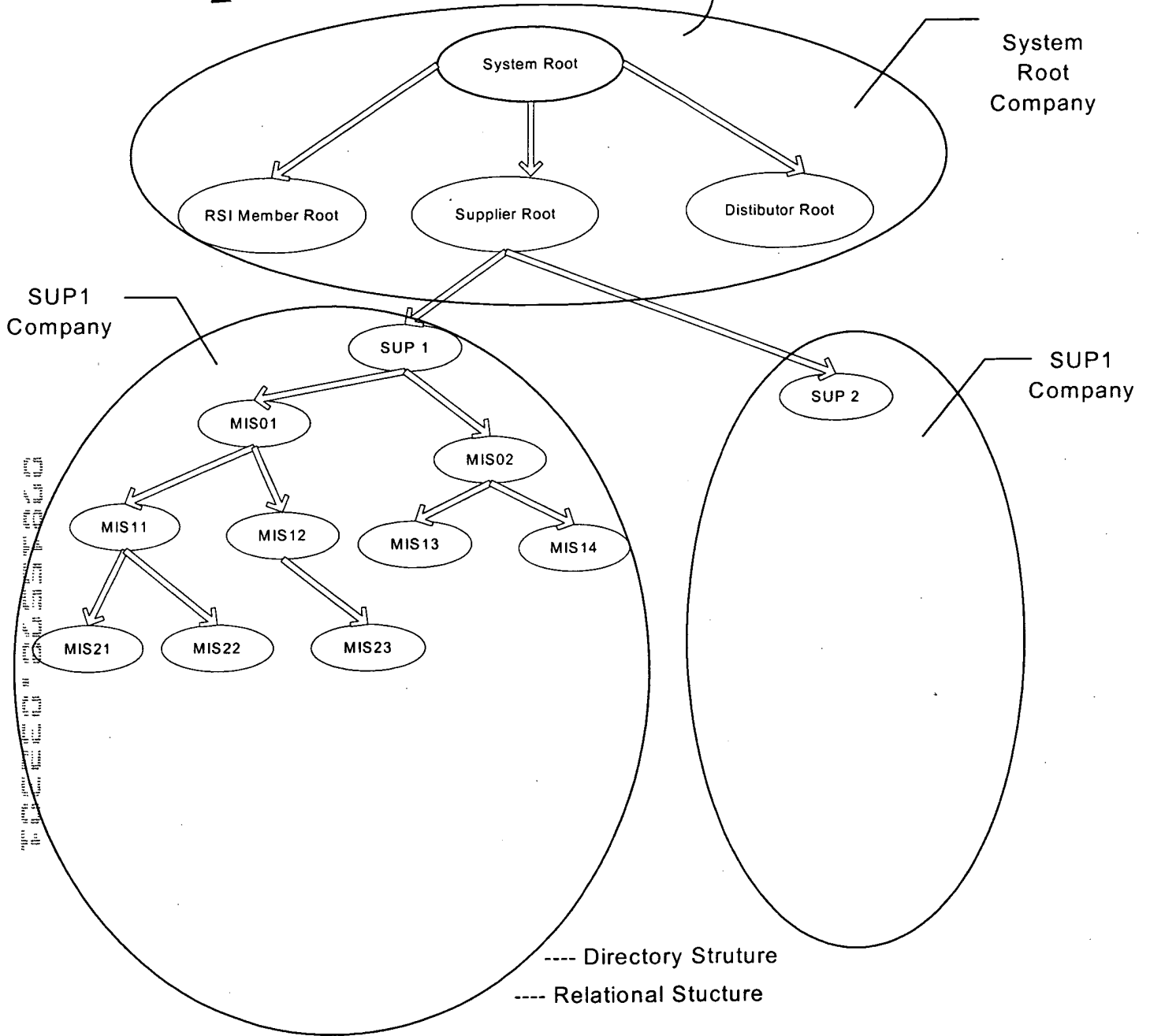


Fig. 86

Group Hierarchy Management: Data Flow

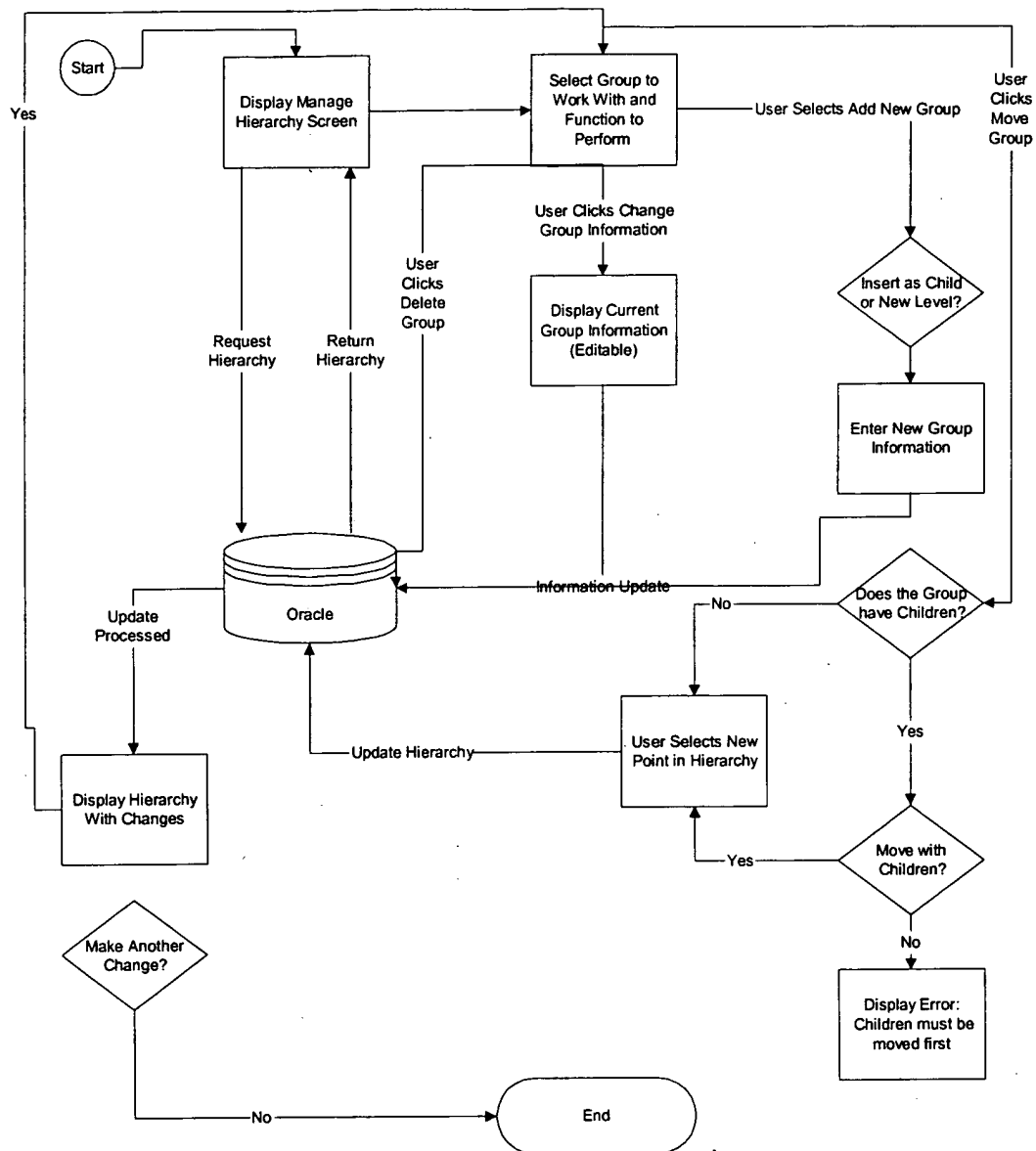


Fig. 87

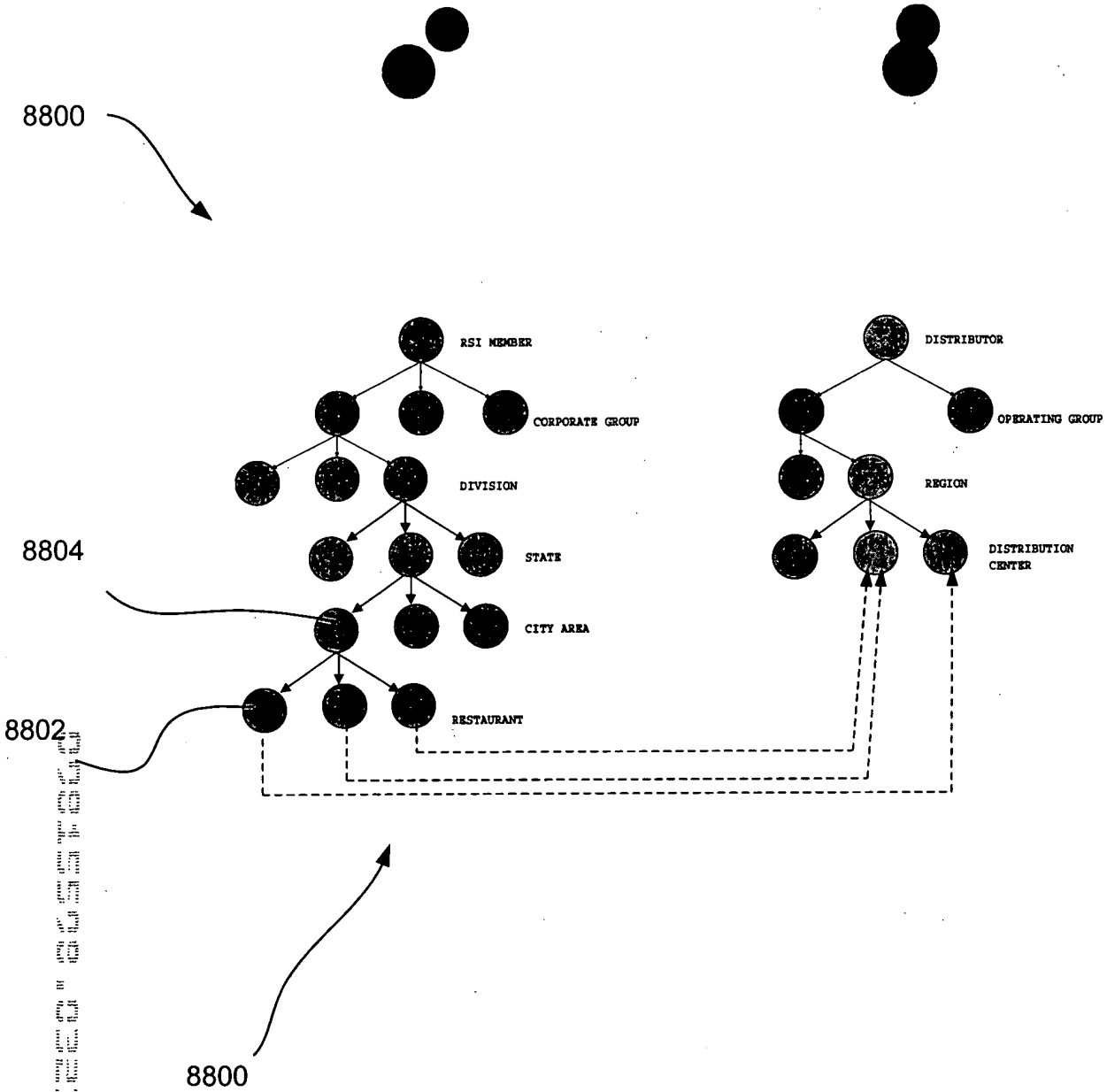


Fig. 88

8902

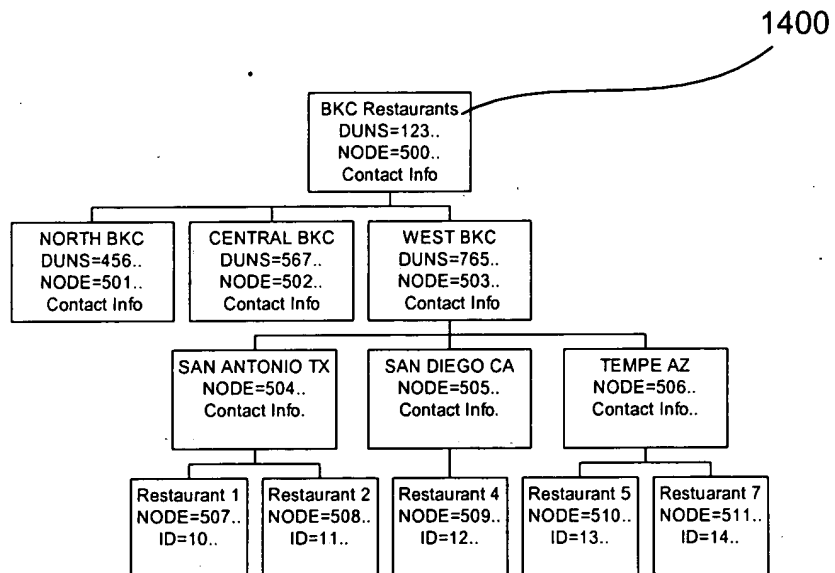



Fig. 89

9000

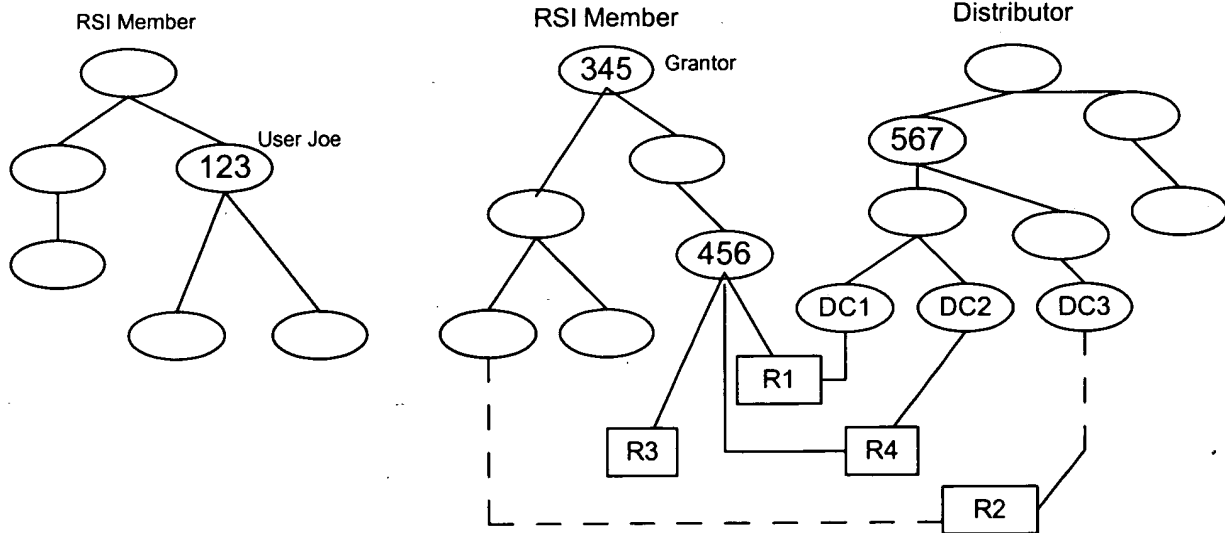


FIG. 90

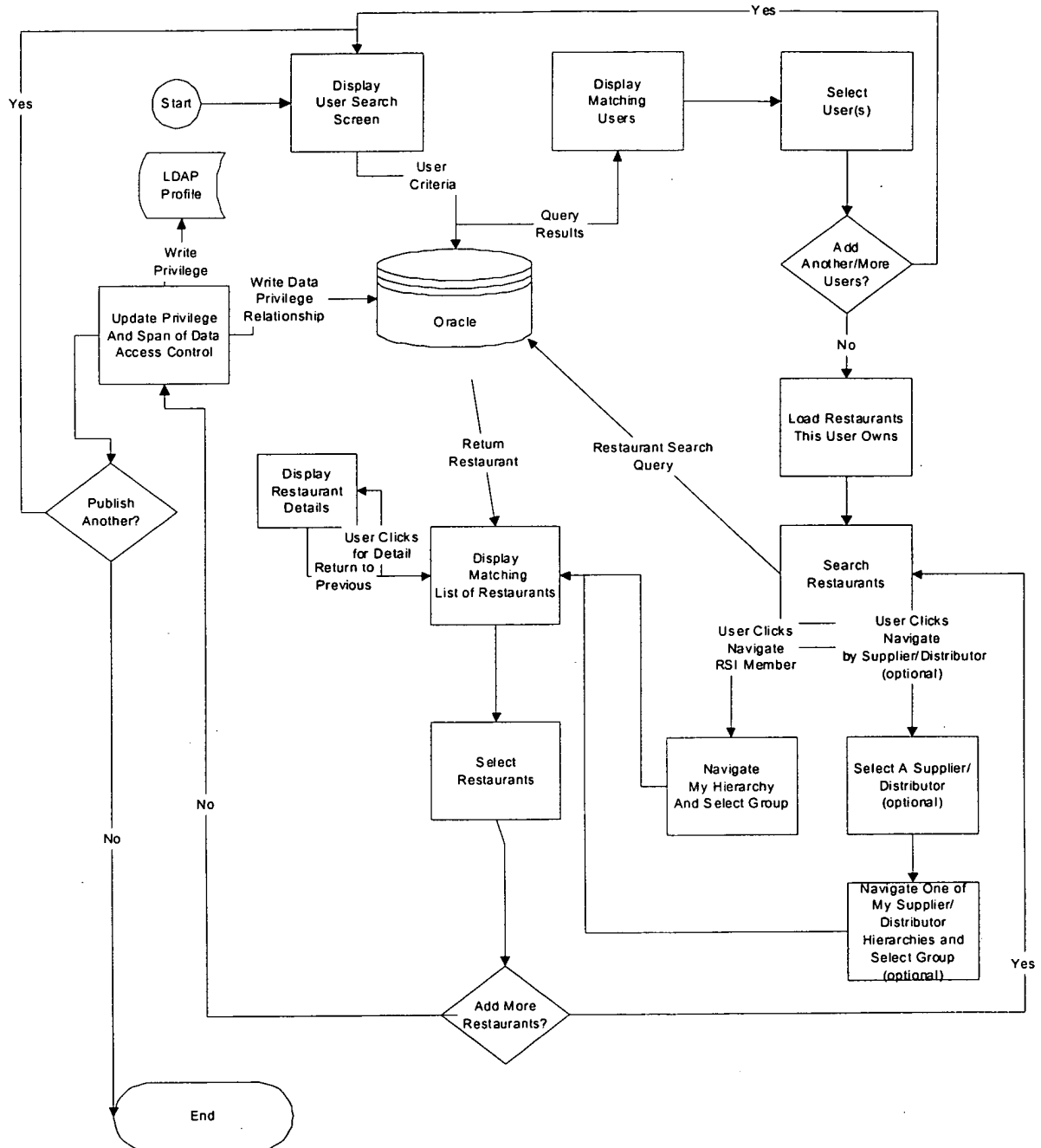


Fig. 91

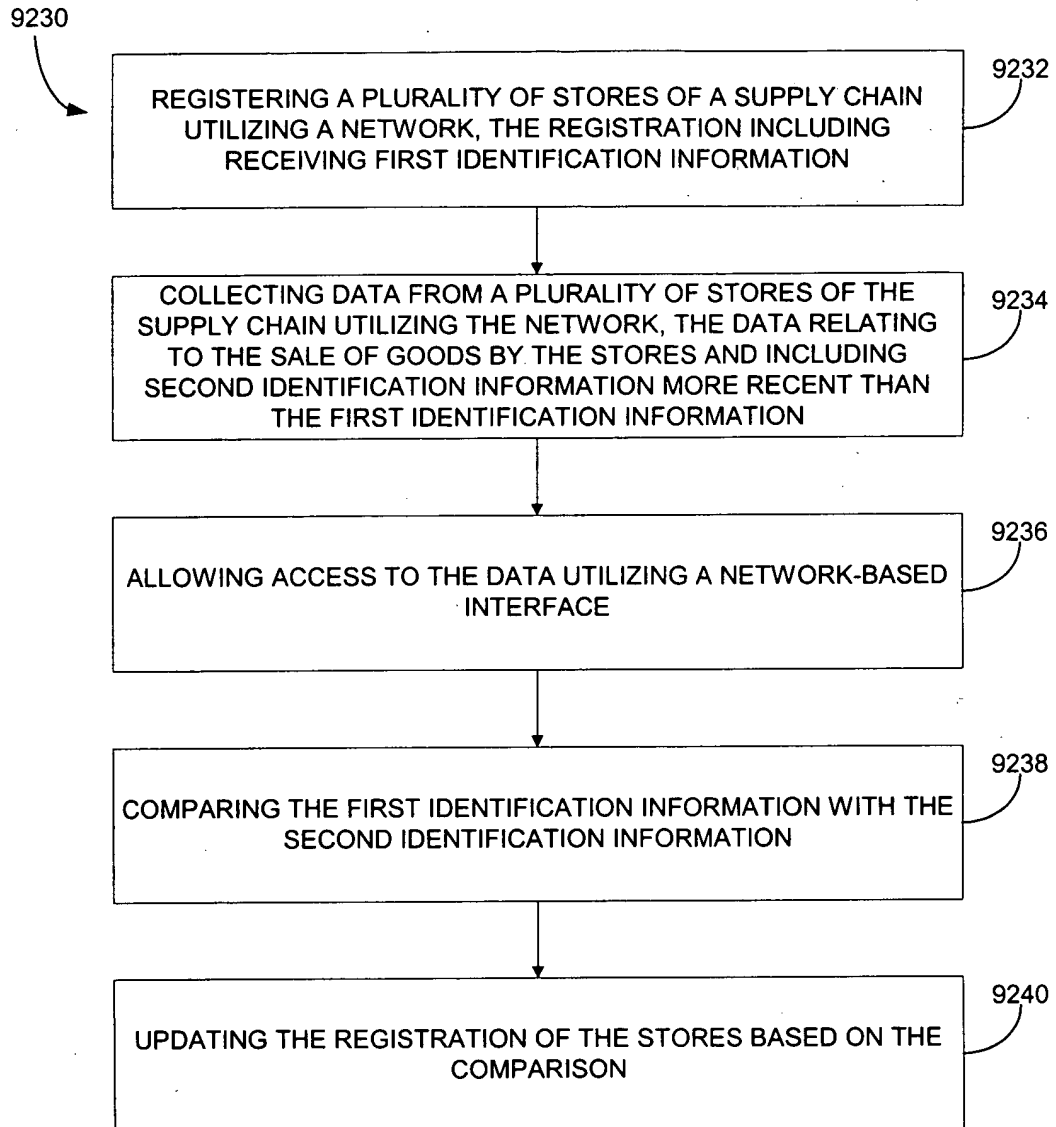


FIG. 92

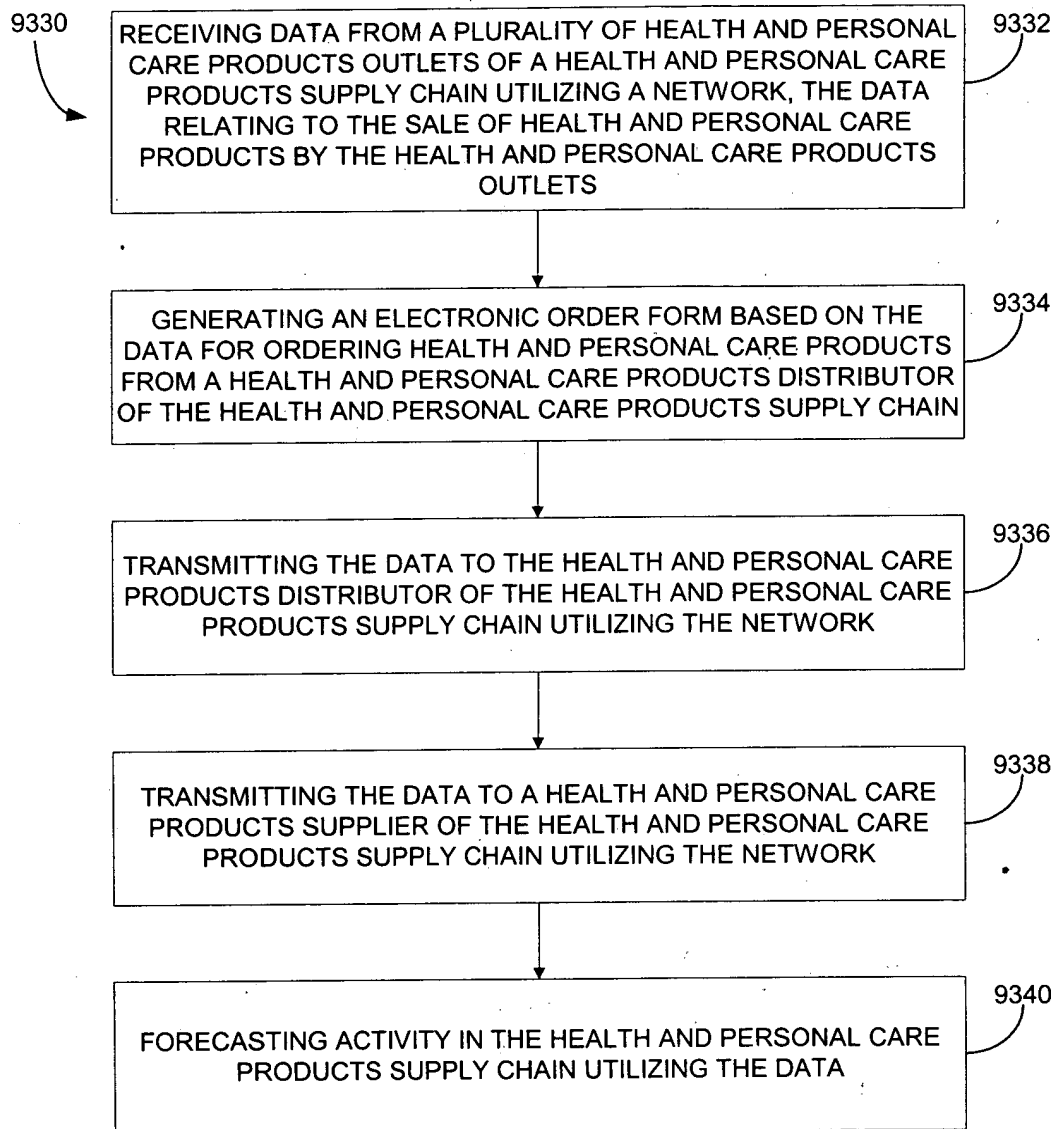


FIG. 93

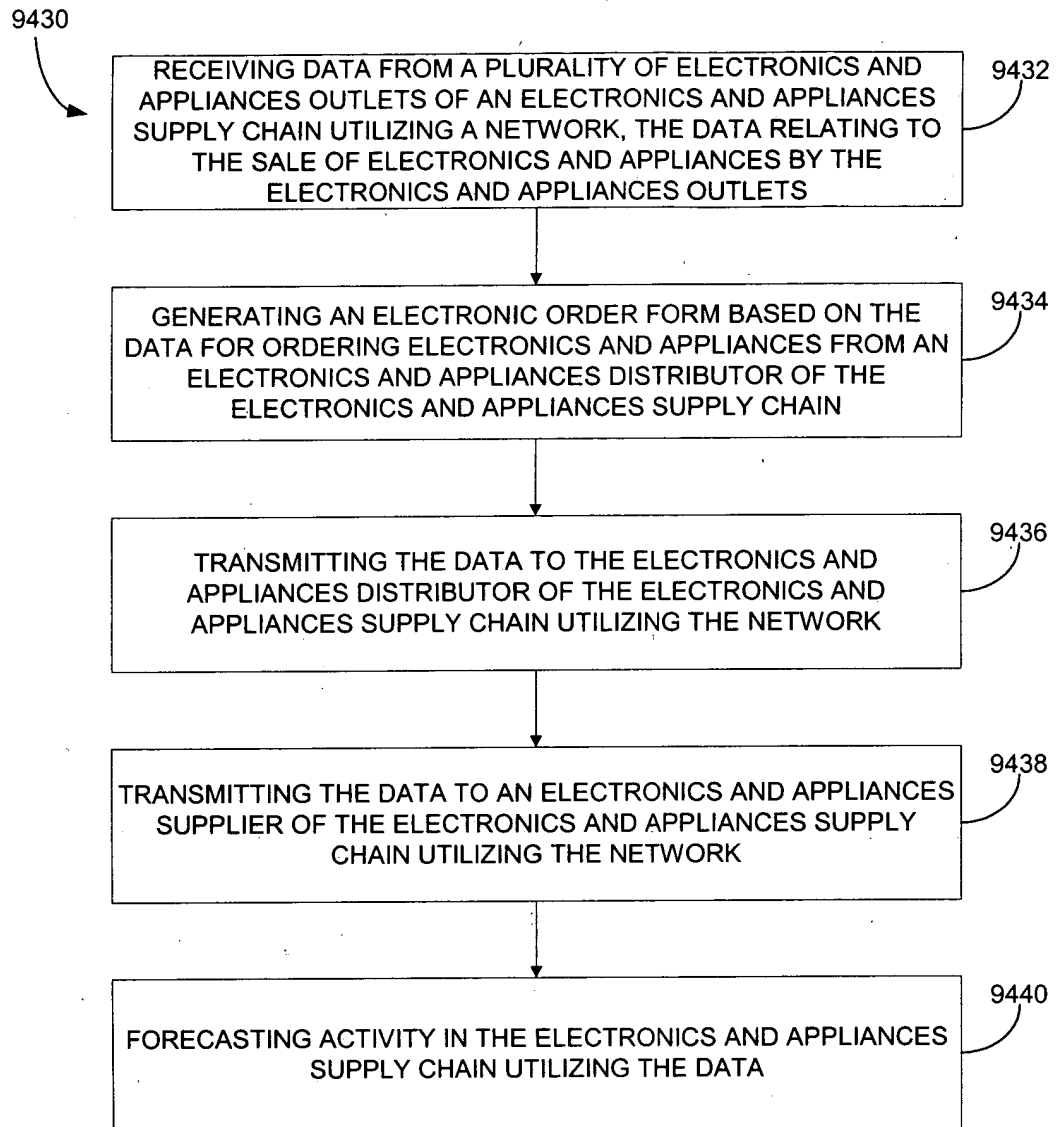


FIG. 94

9530

RECEIVING DATA FROM A PLURALITY OF TRANSPORTATION EQUIPMENT OUTLETS OF A TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF TRANSPORTATION EQUIPMENT BY THE TRANSPORTATION EQUIPMENT OUTLETS

9532

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING TRANSPORTATION EQUIPMENT FROM A TRANSPORTATION EQUIPMENT DISTRIBUTOR OF THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN

9534

TRANSMITTING THE DATA TO THE TRANSPORTATION EQUIPMENT DISTRIBUTOR OF THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING THE NETWORK

9536

TRANSMITTING THE DATA TO A TRANSPORTATION EQUIPMENT SUPPLIER OF THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING THE NETWORK

9538

FORECASTING ACTIVITY IN THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING THE DATA

9540

FIG. 95

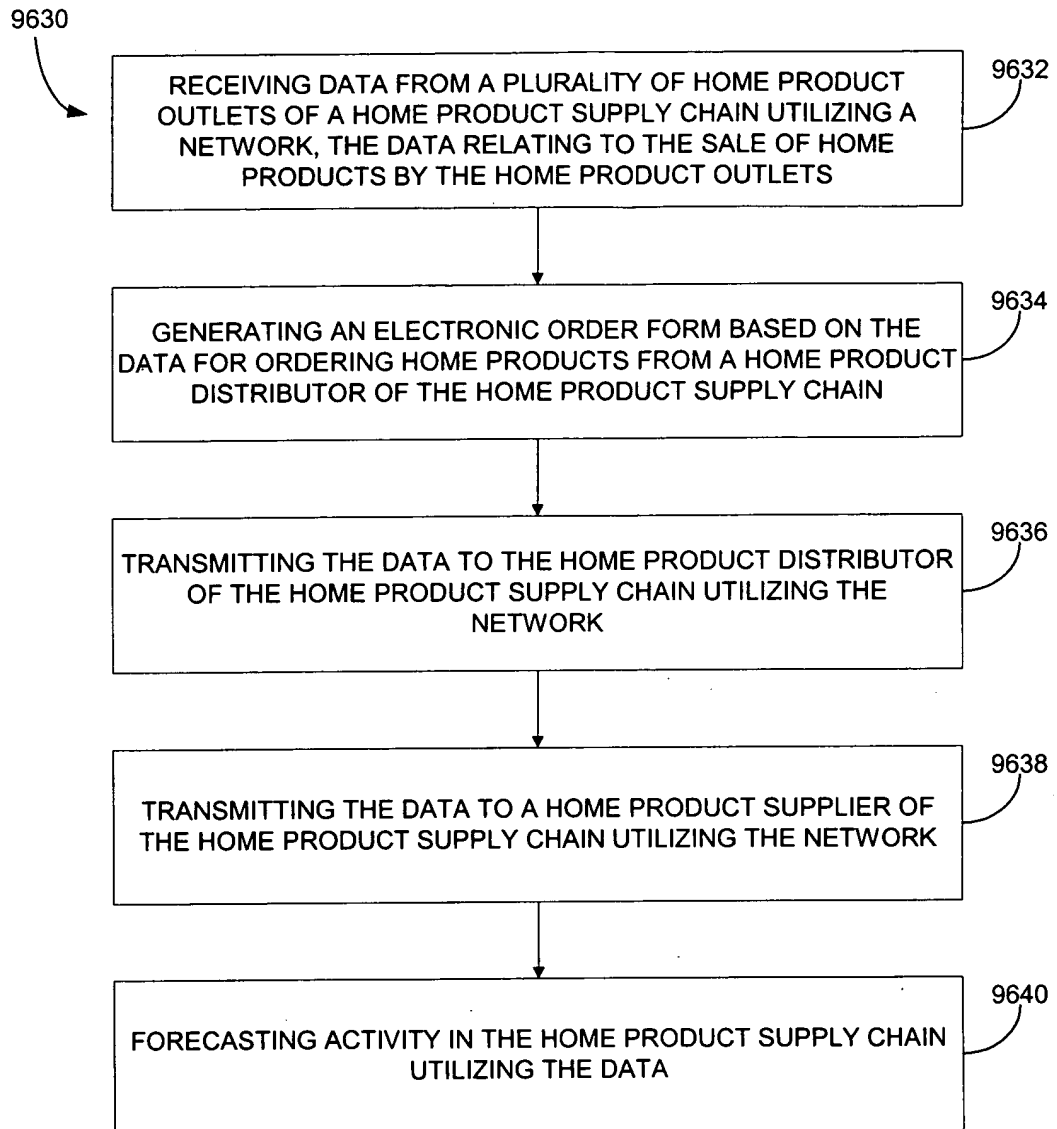


FIG. 96

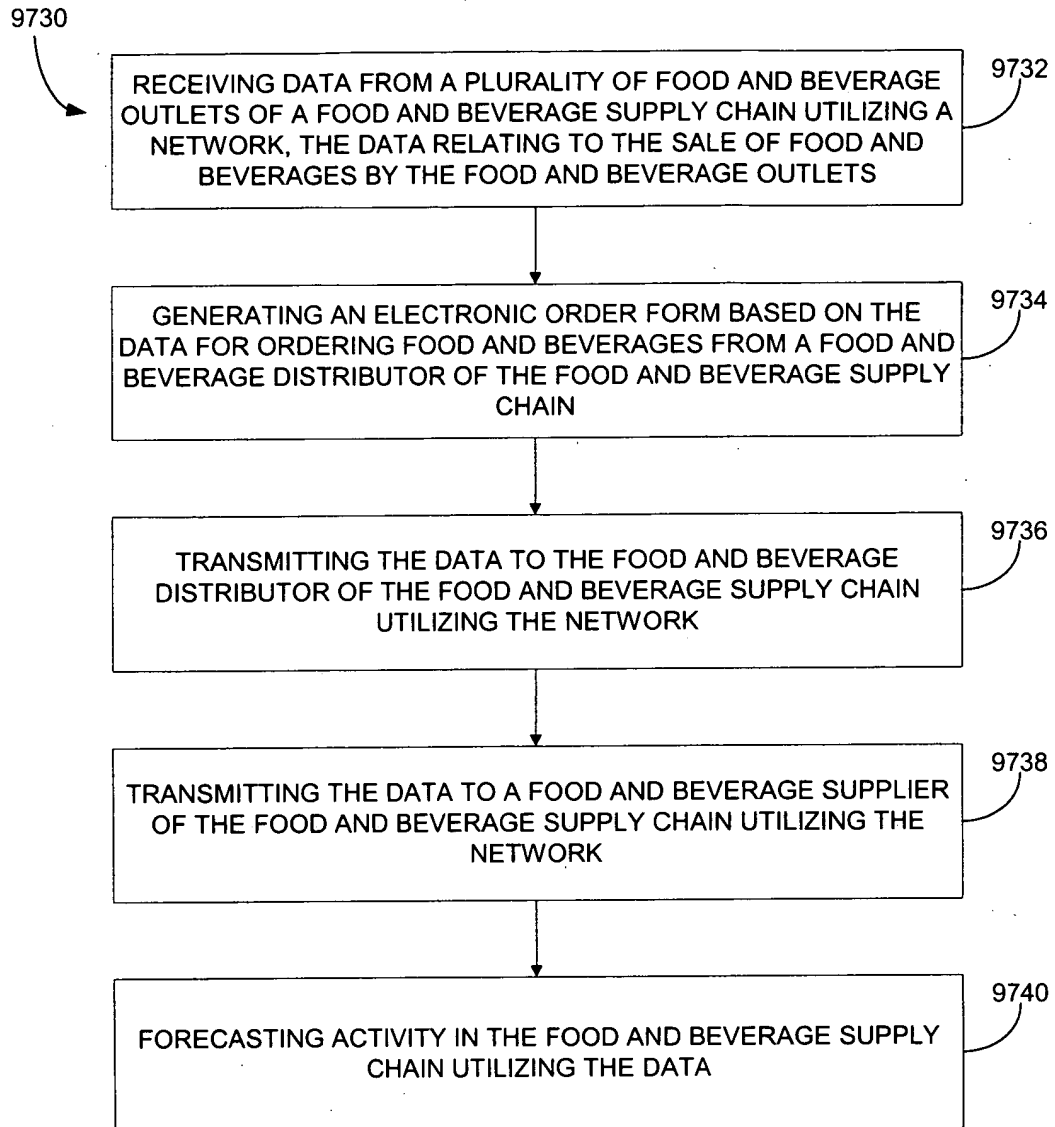


FIG. 97

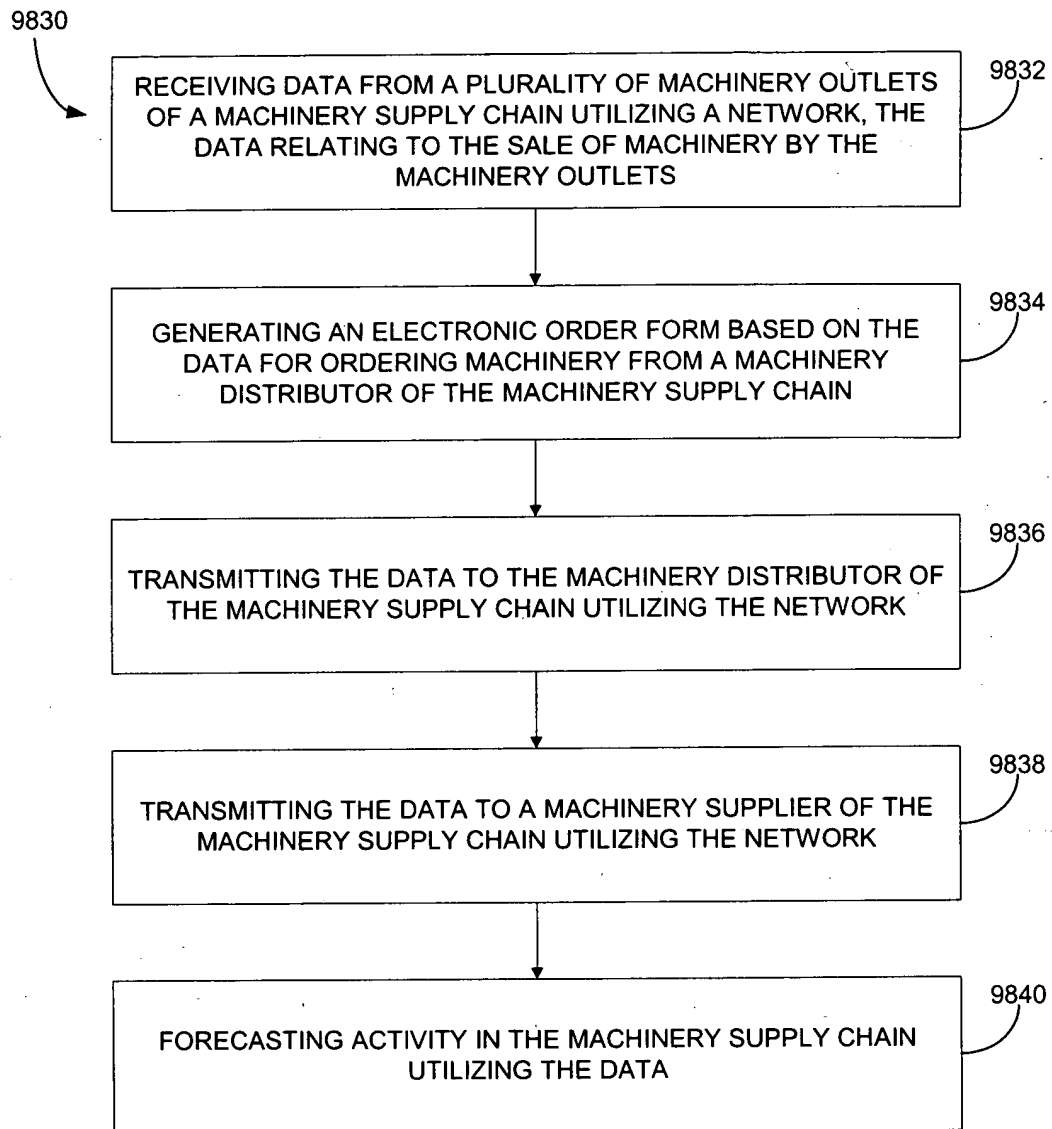


FIG. 98

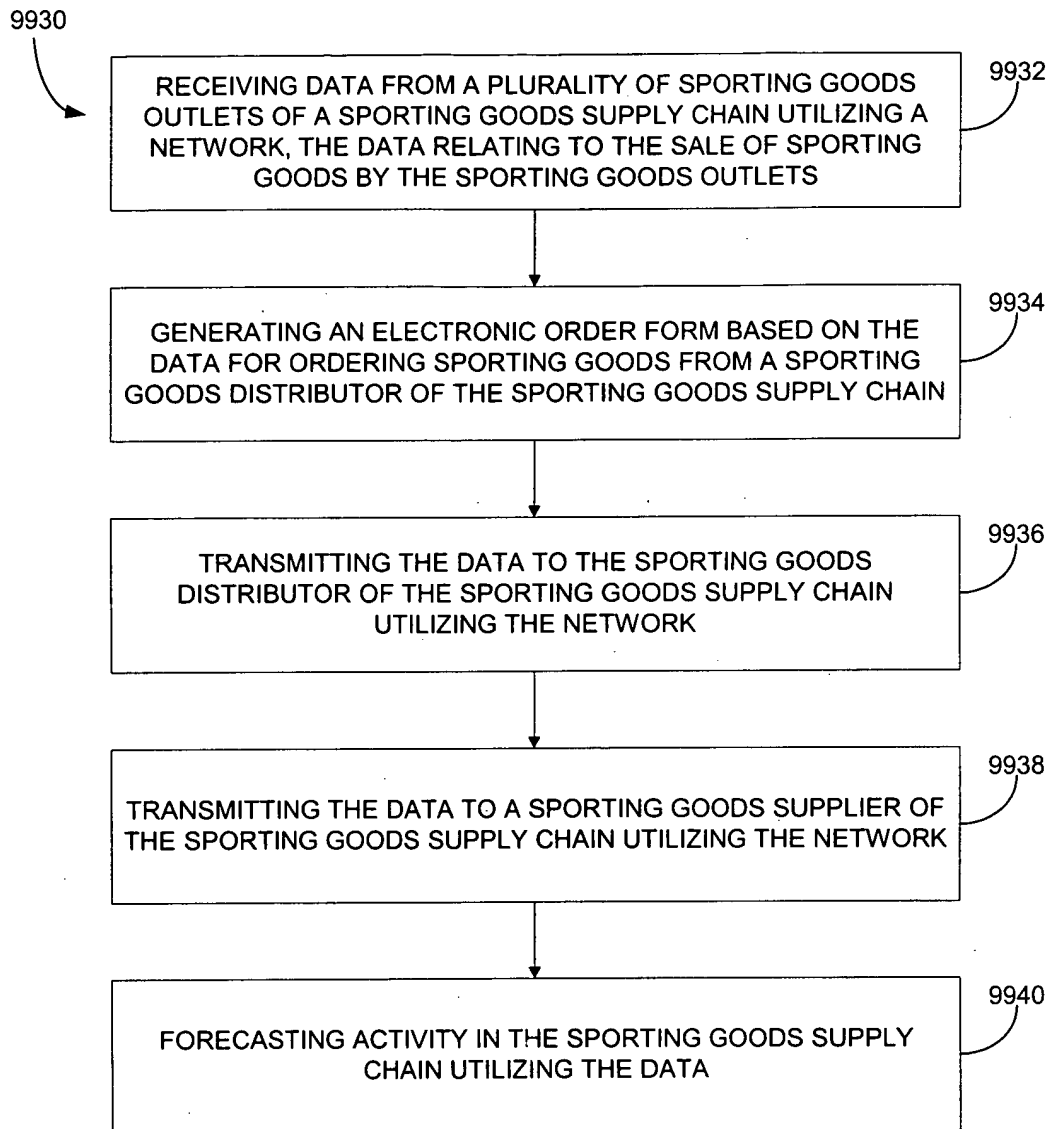


FIG. 99

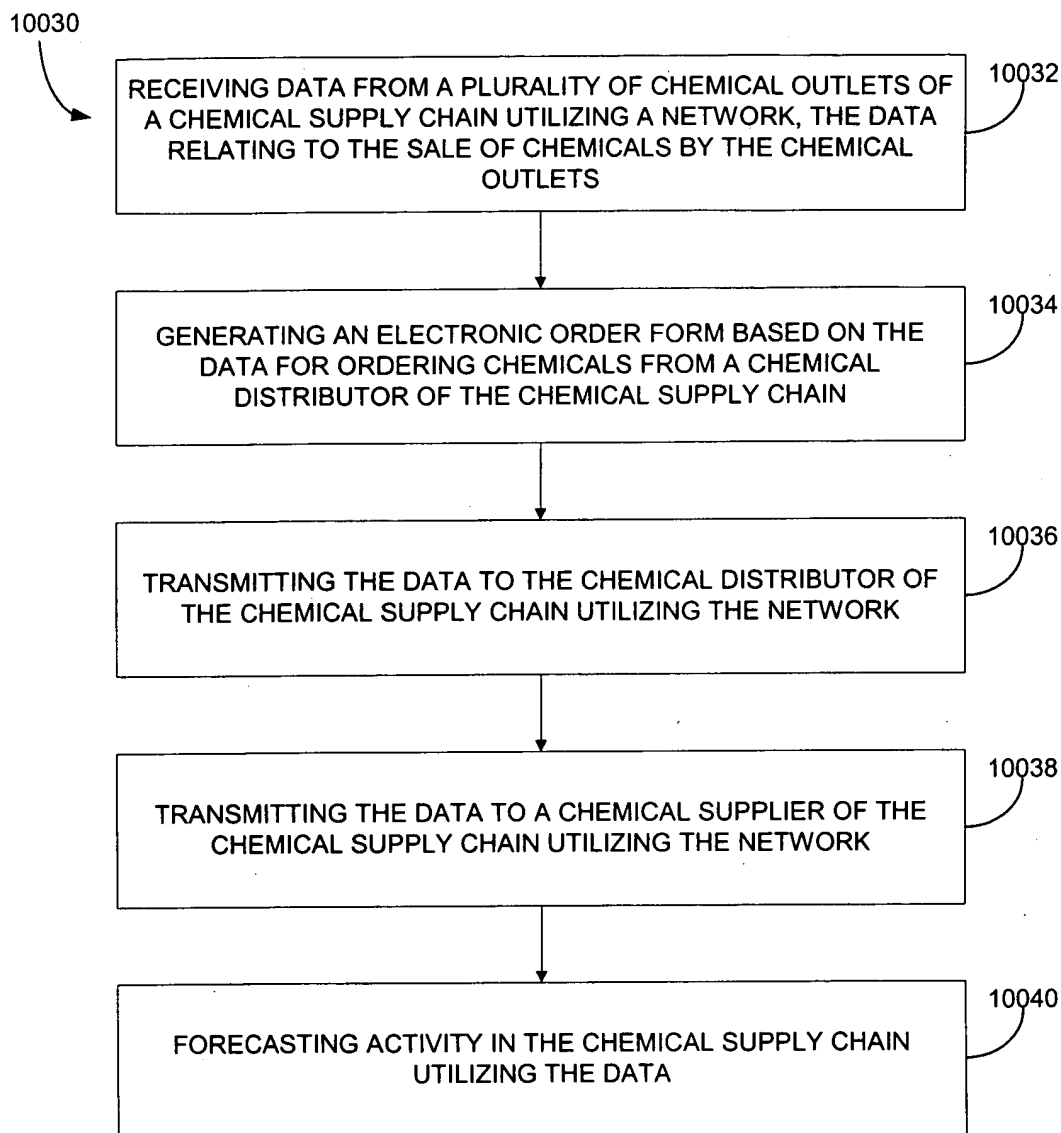


FIG. 100

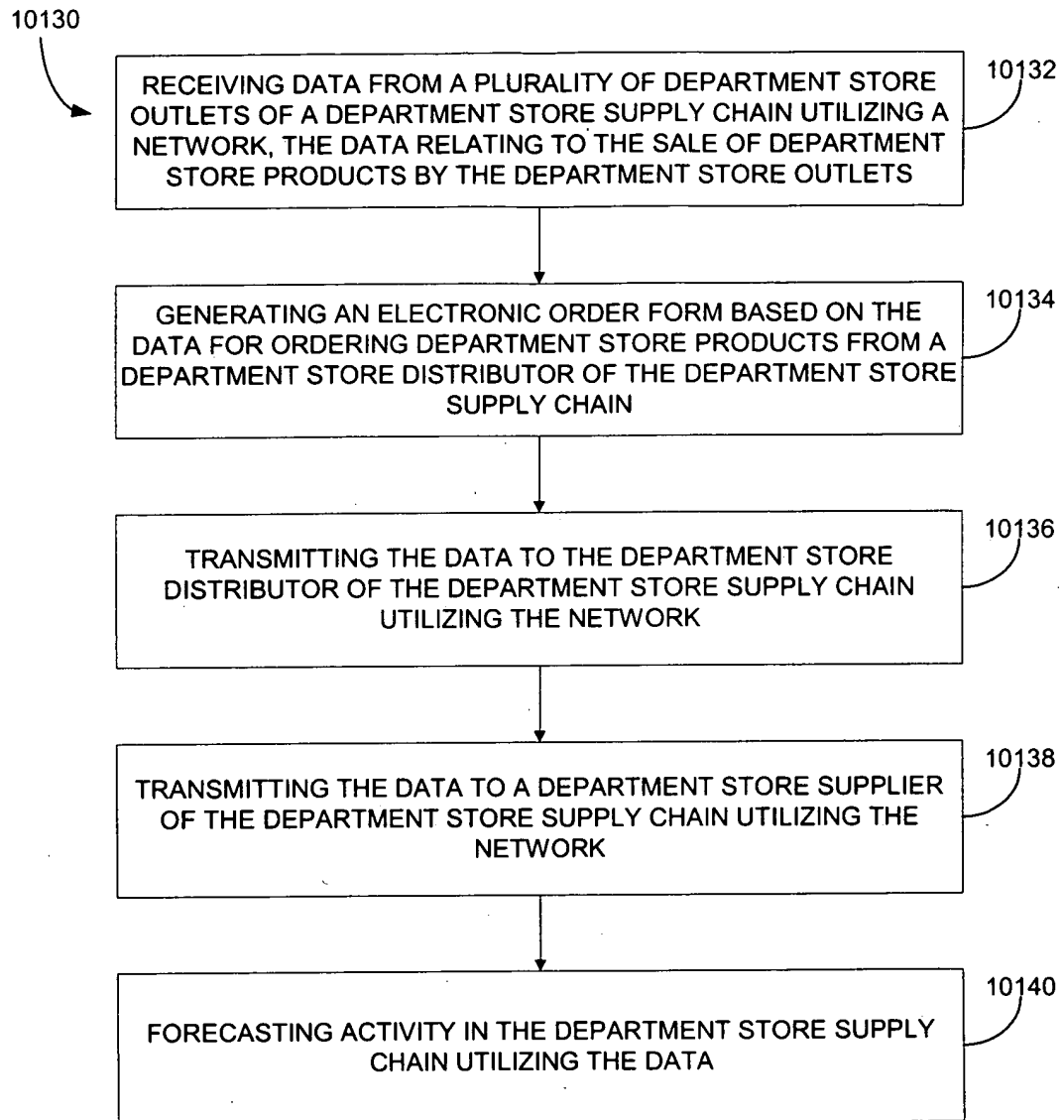


FIG. 101

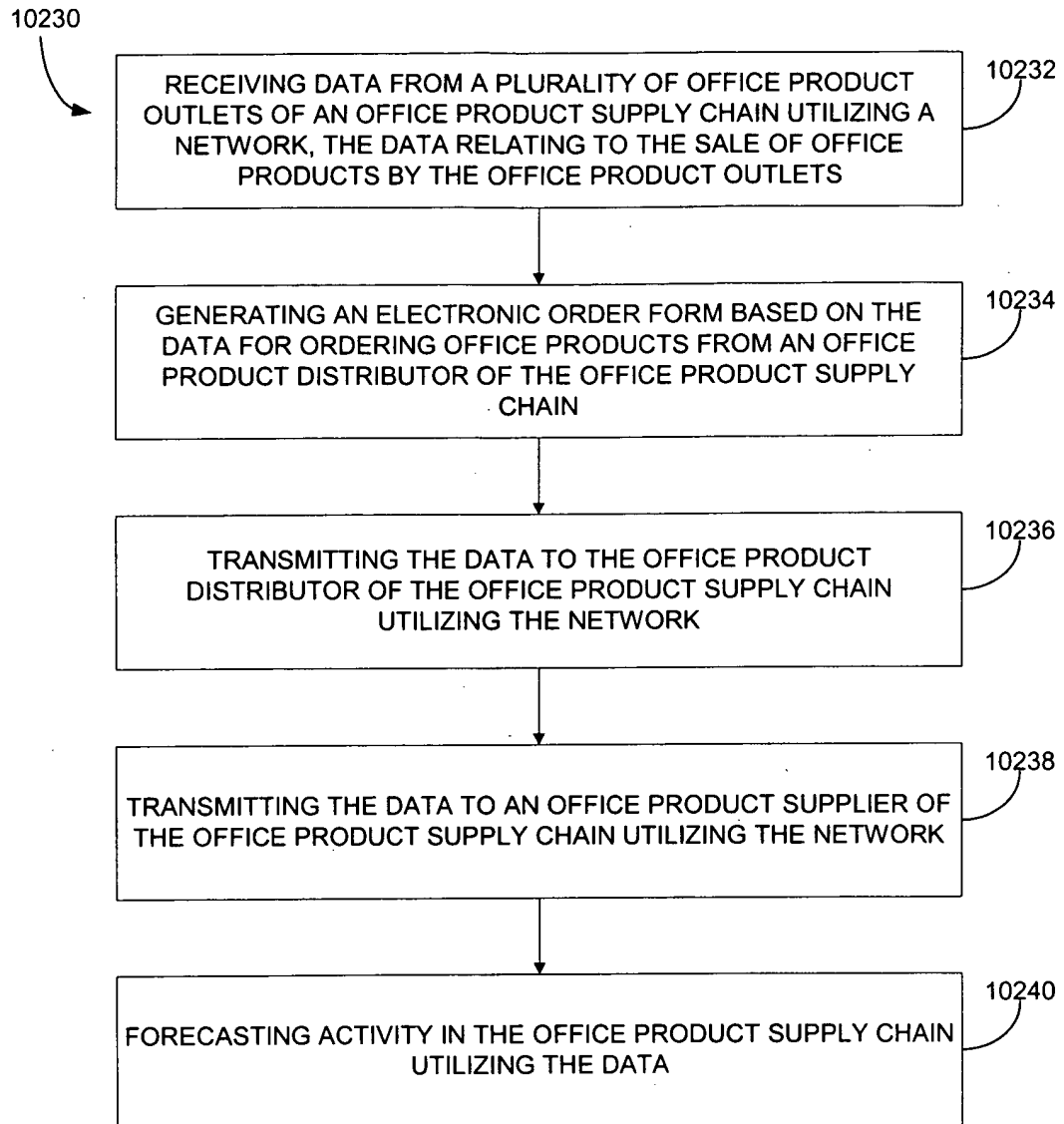


FIG. 102A

10260

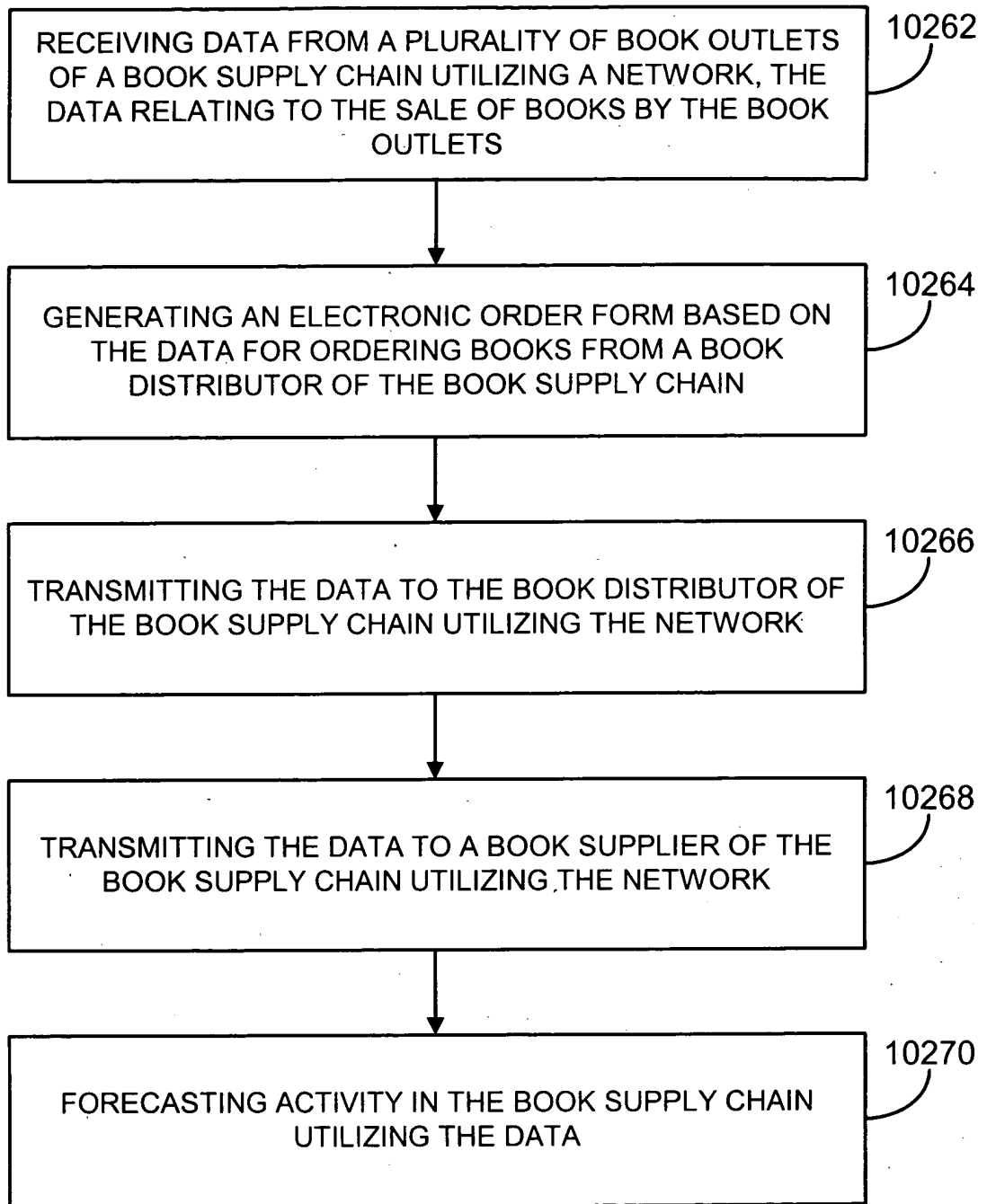


FIG. 102B

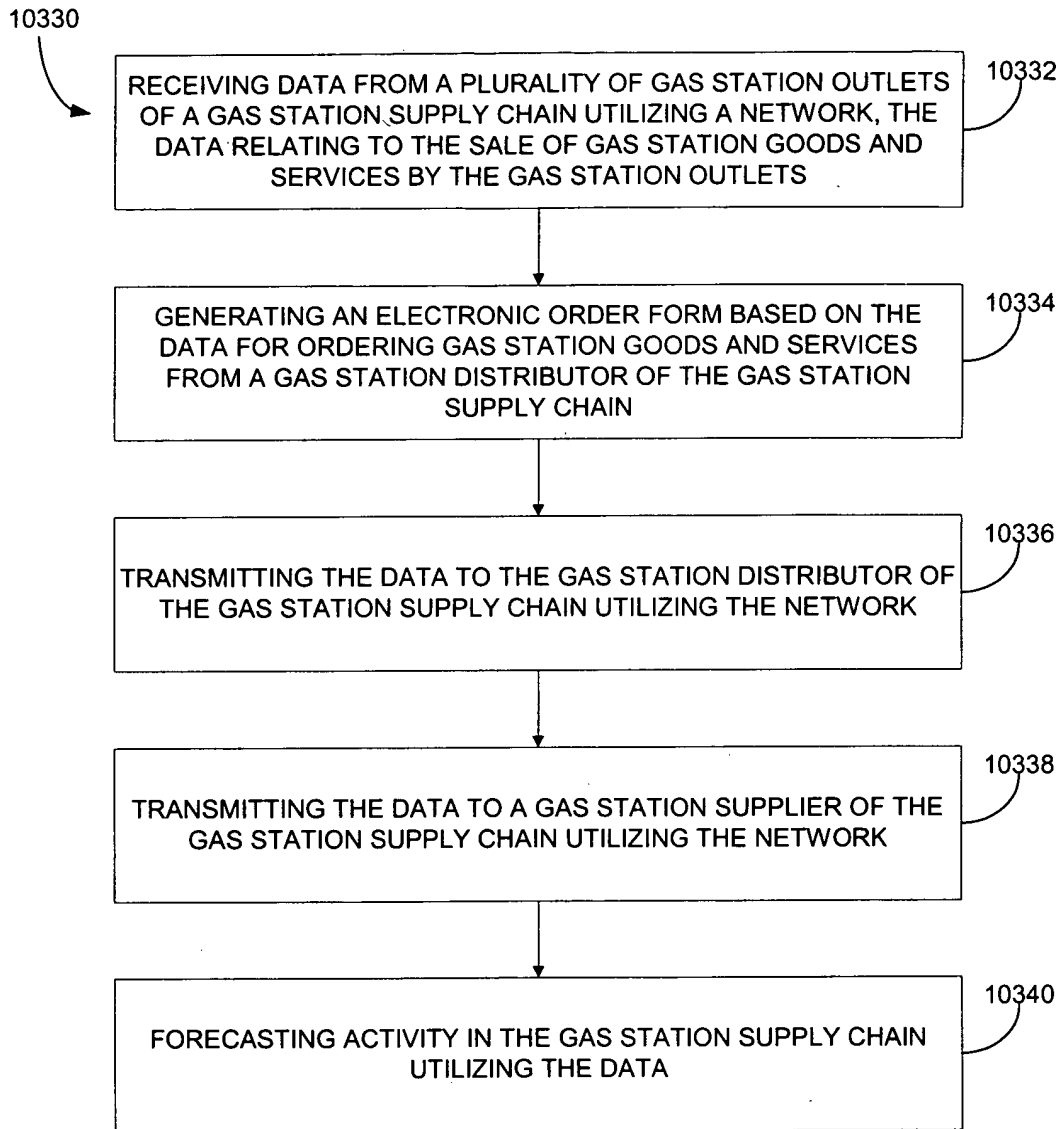


FIG. 103

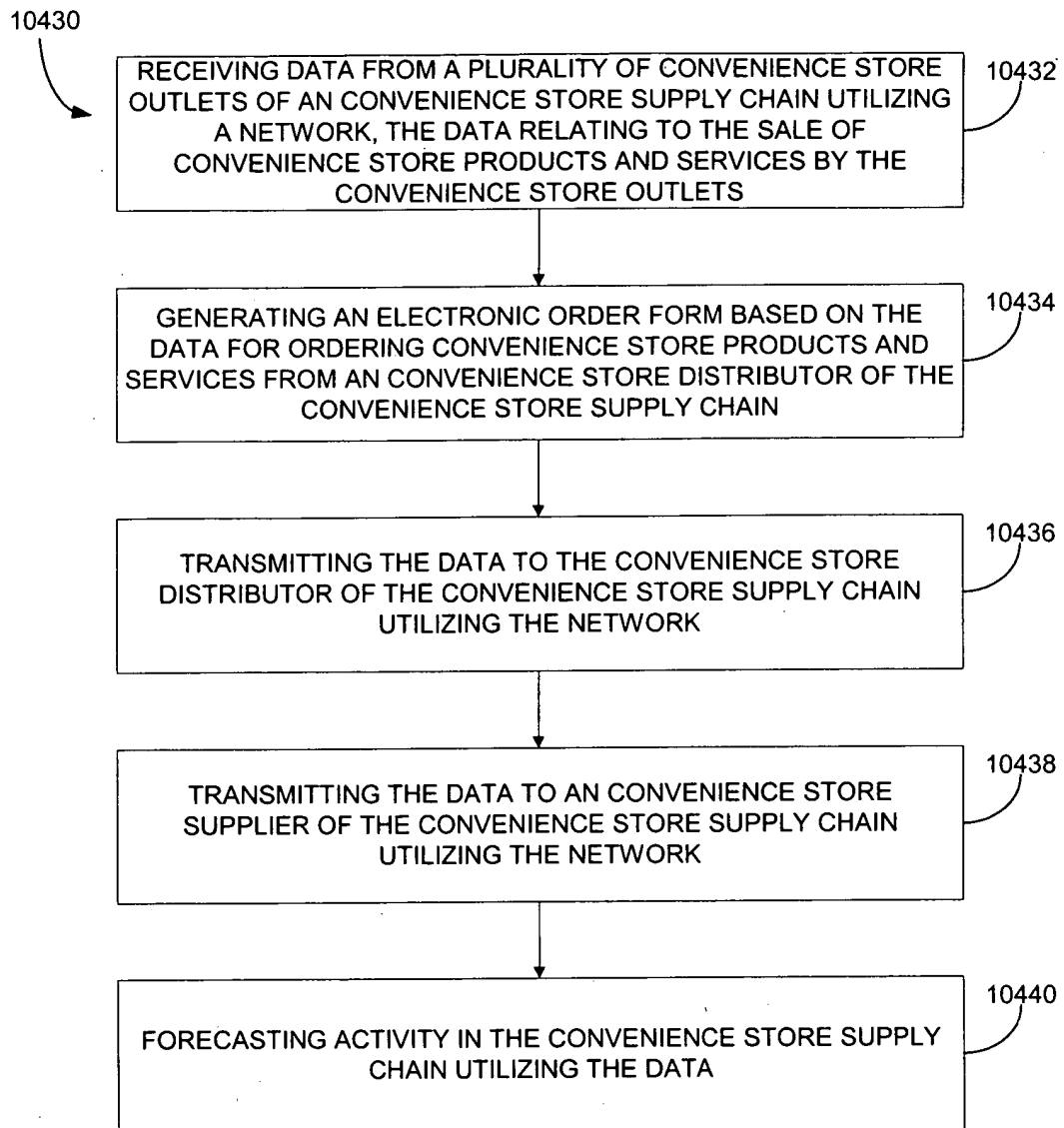


FIG. 104A

10460

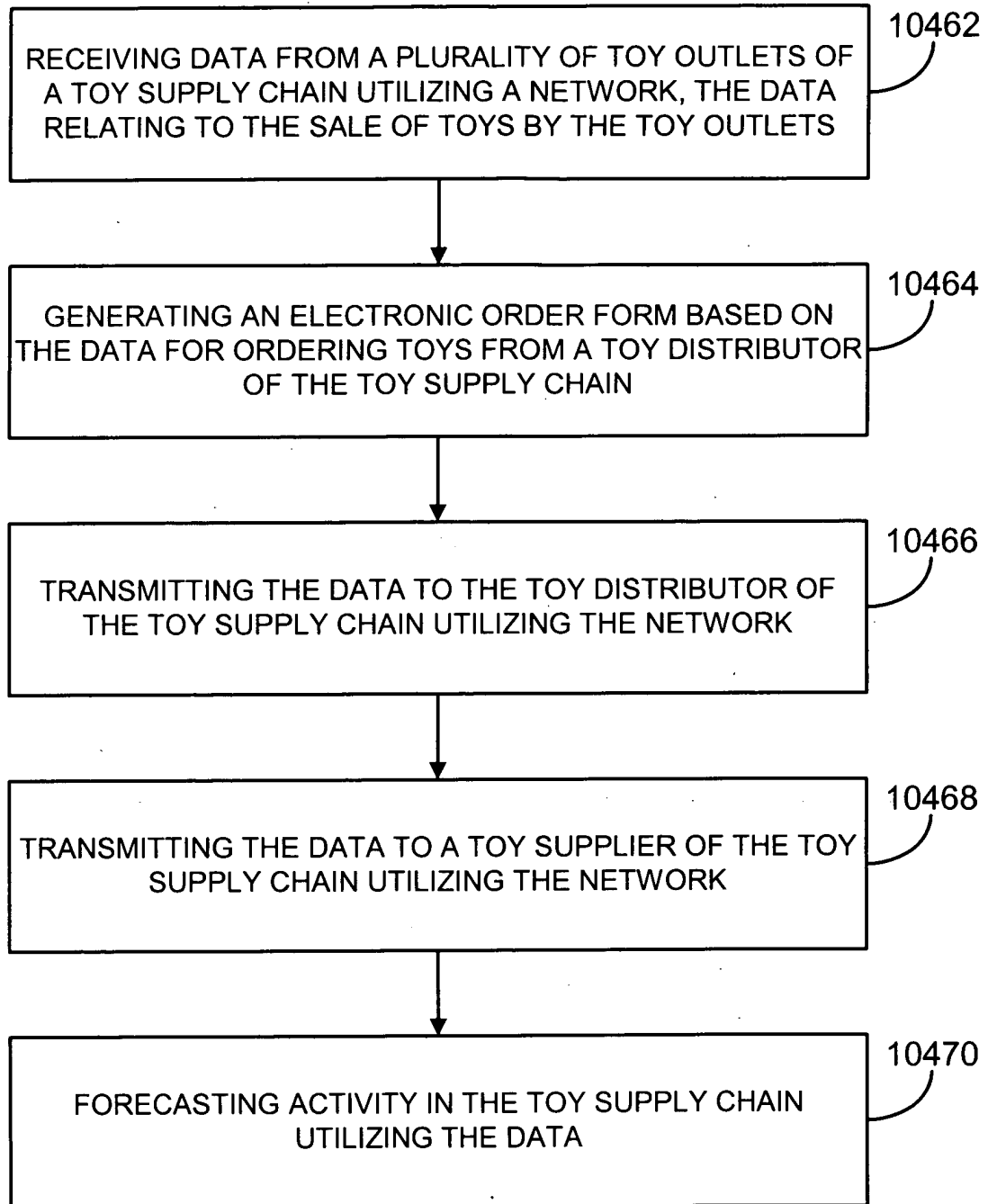


FIG. 104B

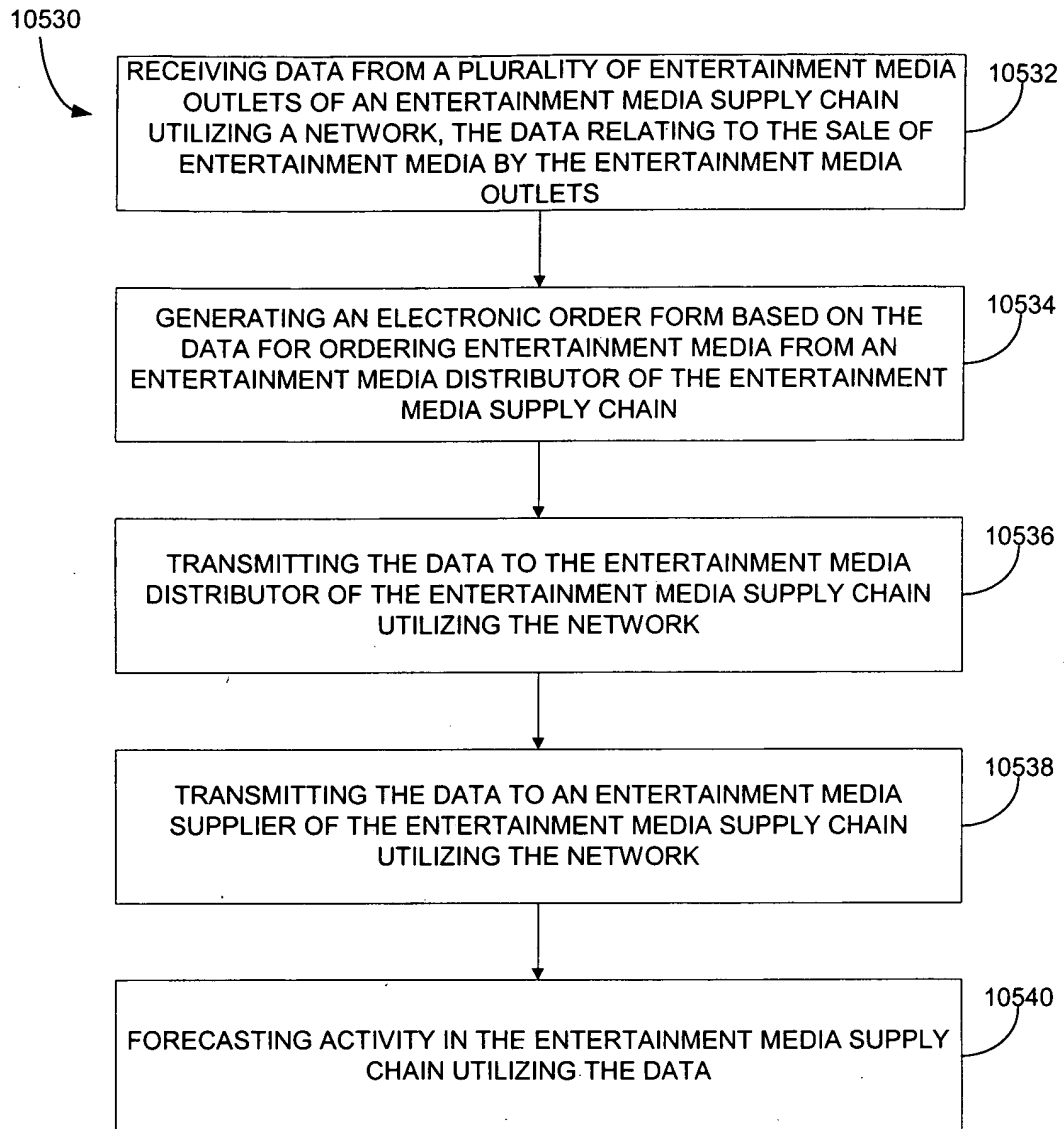


FIG. 105

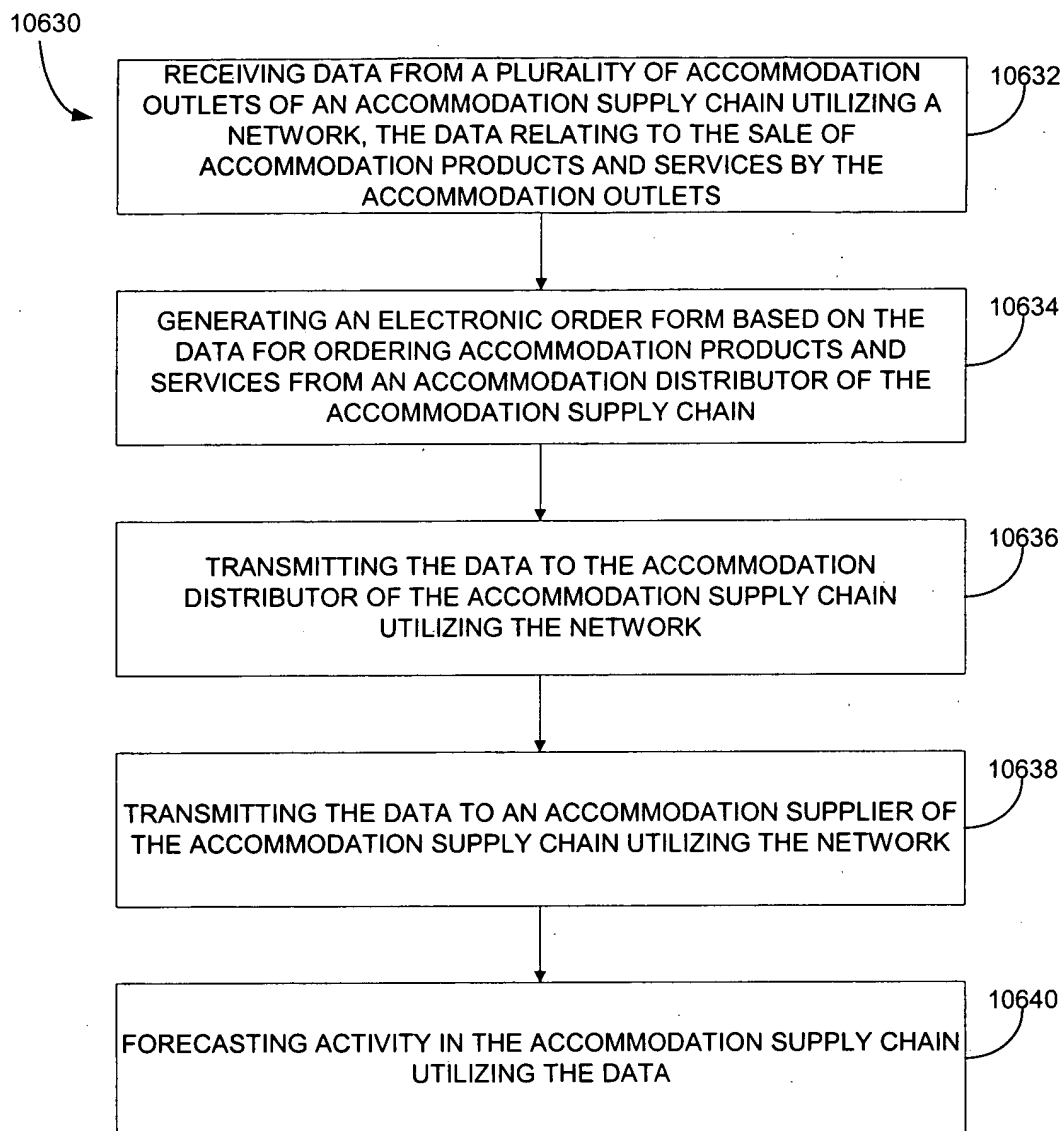


FIG. 106

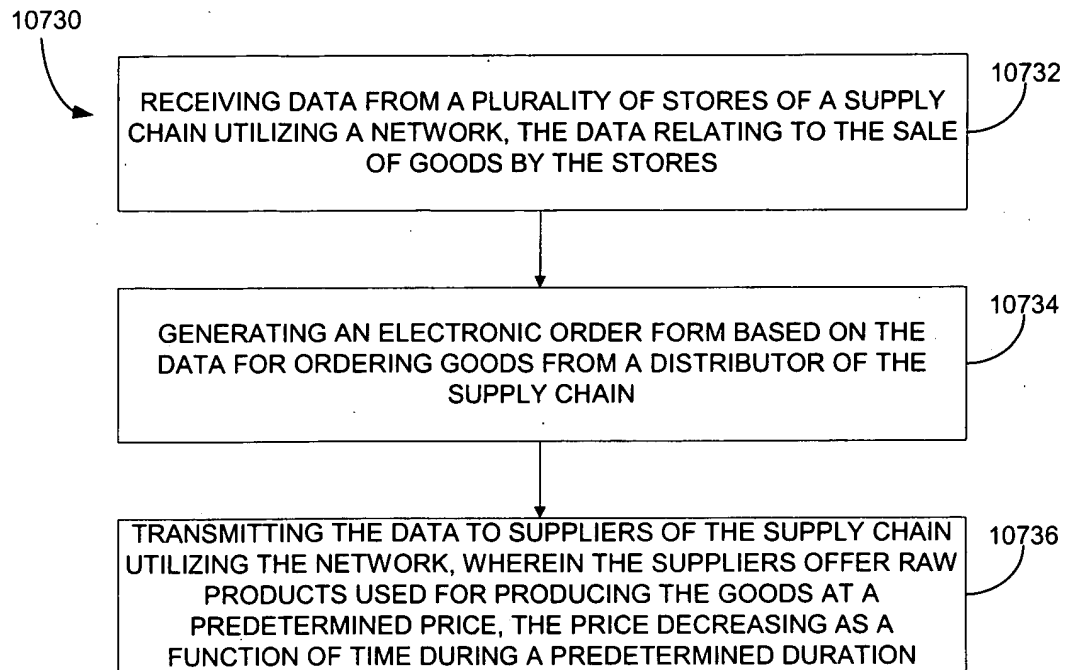


FIG. 107

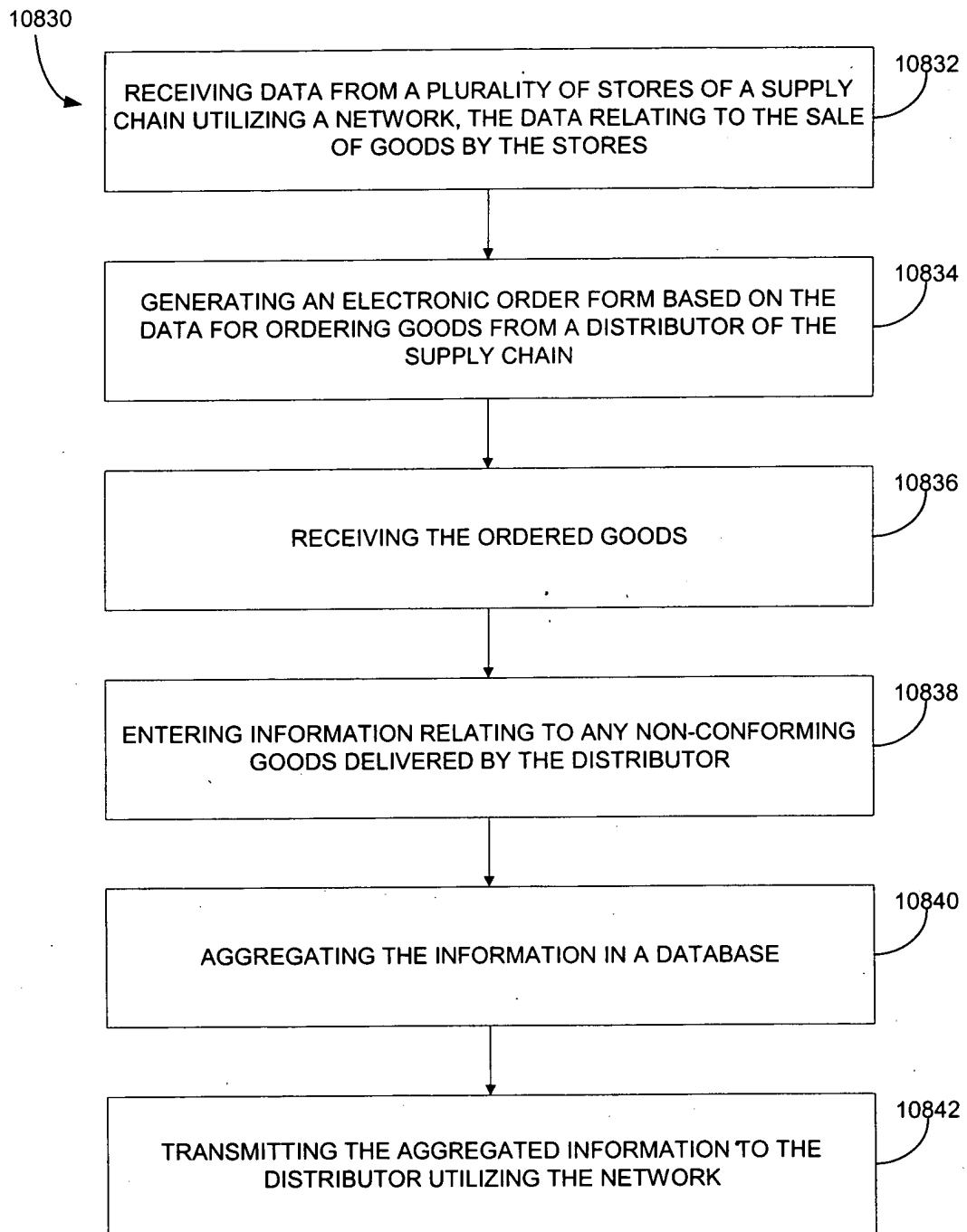


FIG. 108

10900

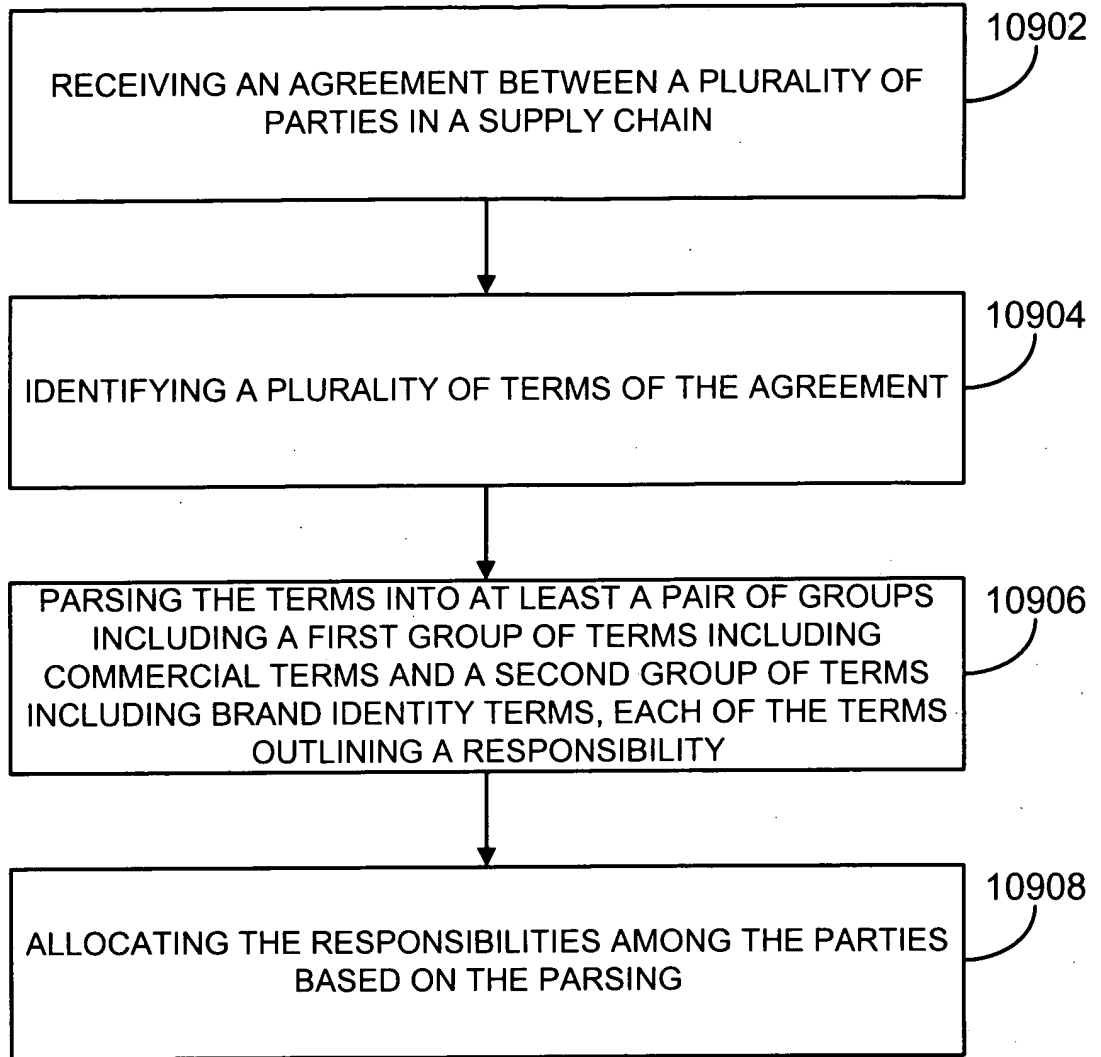


FIG. 109

11000

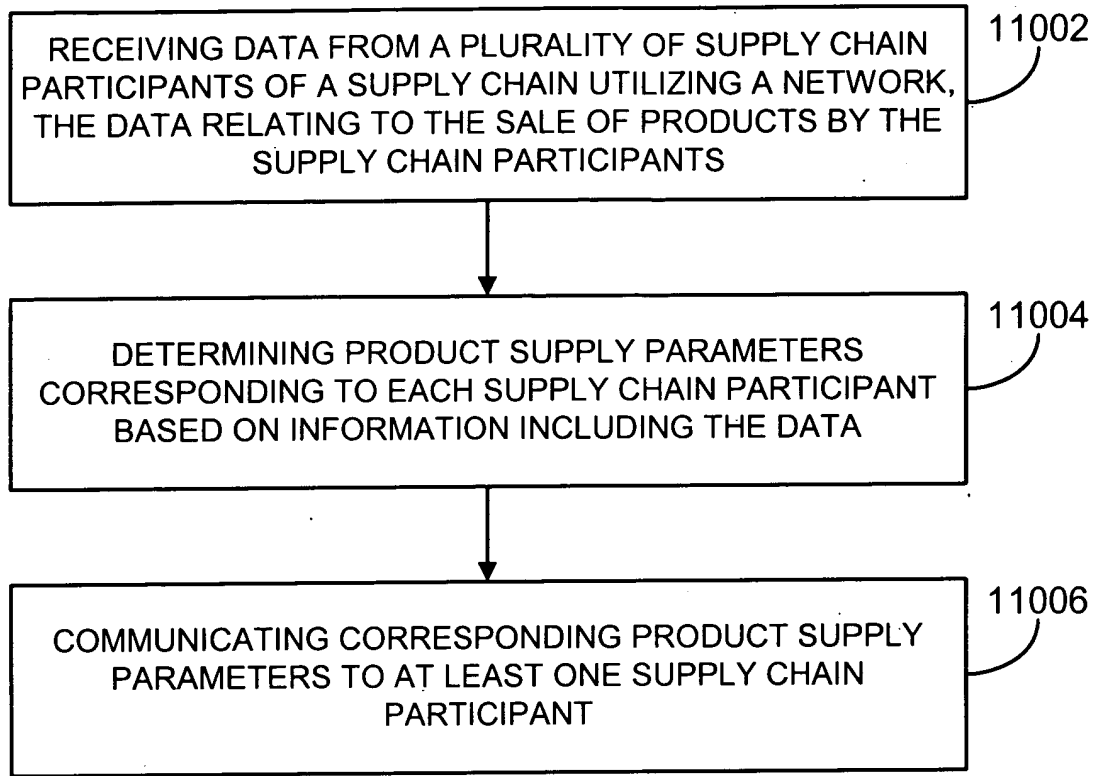


FIG. 110

11100

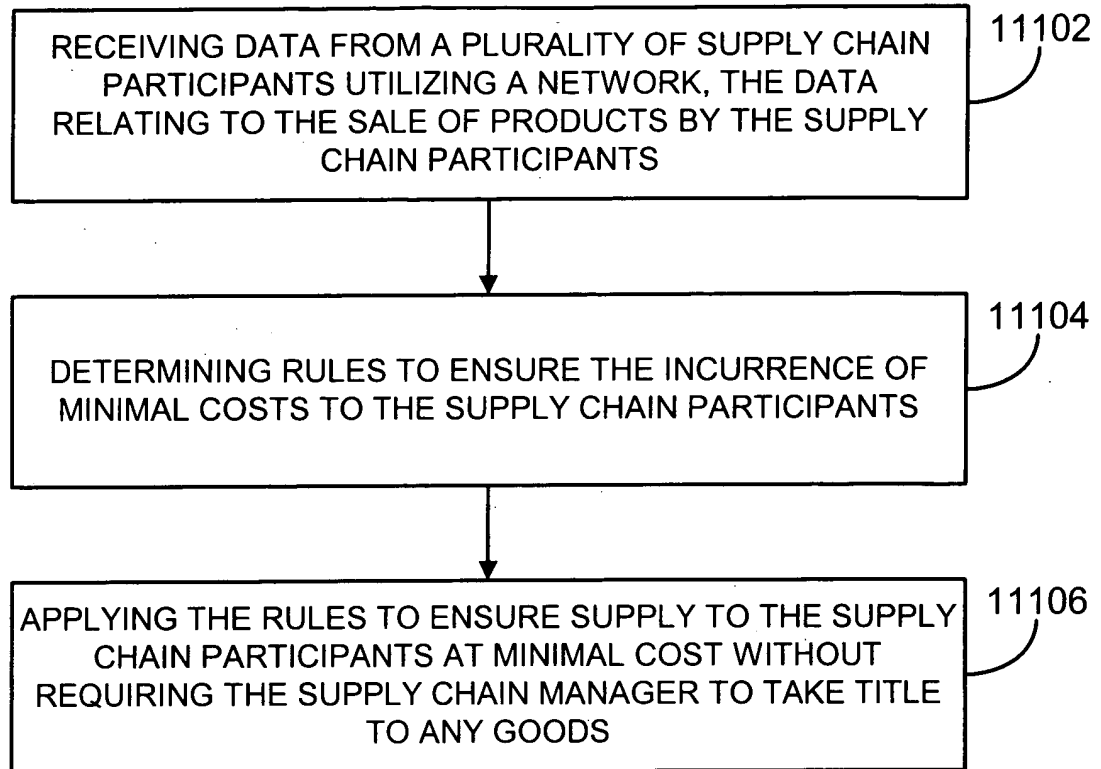


FIG. 111

11200

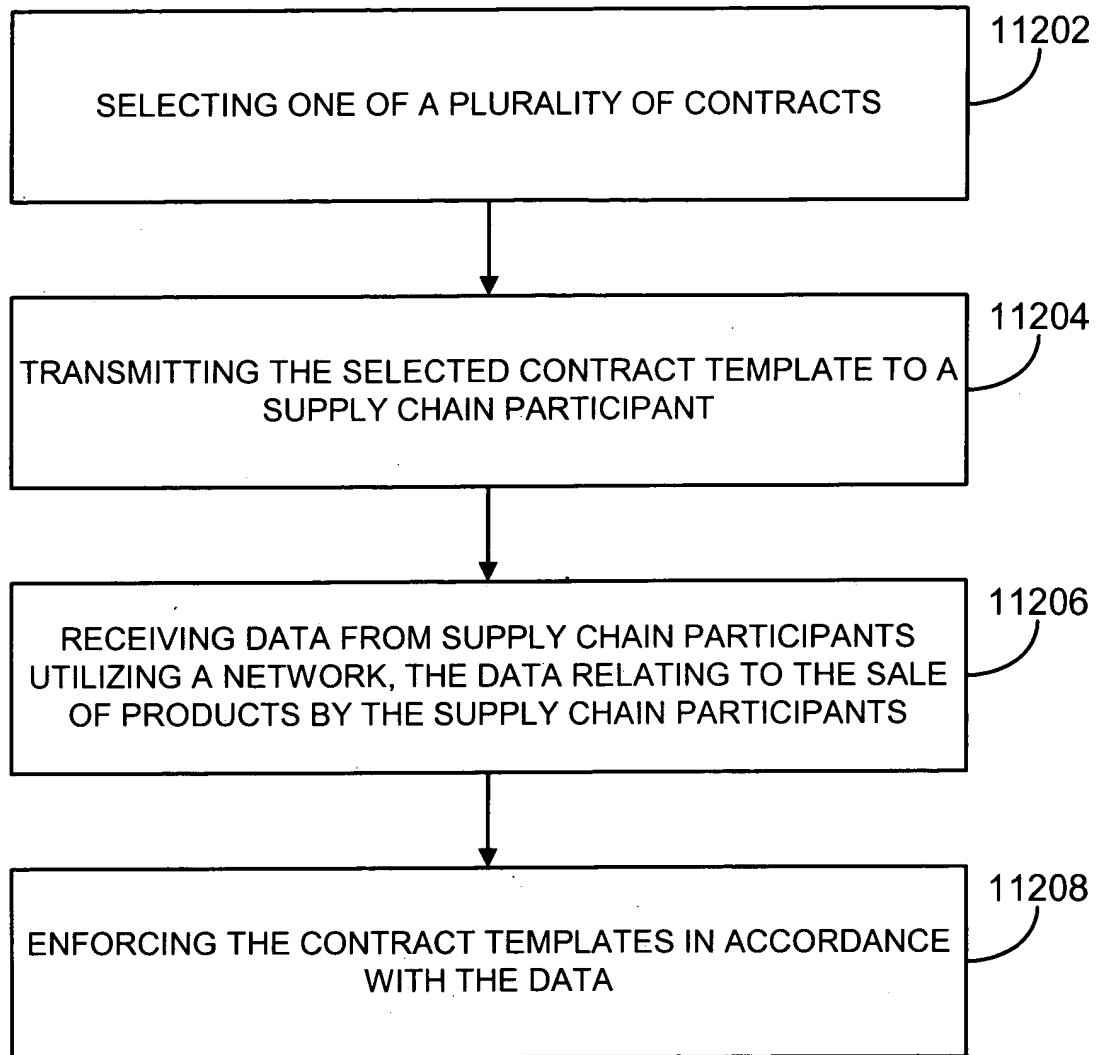


FIG. 112

11300

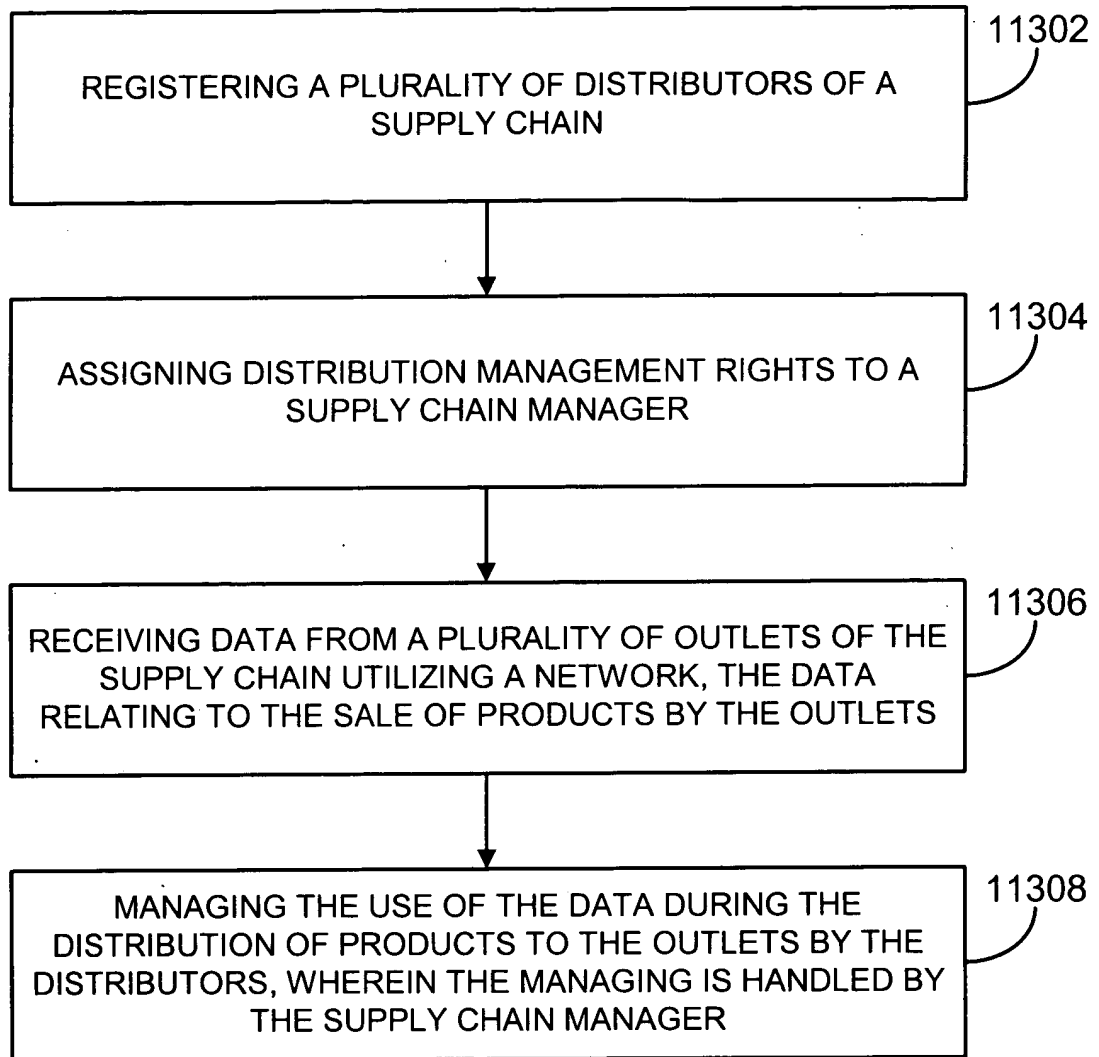


FIG. 113

11400

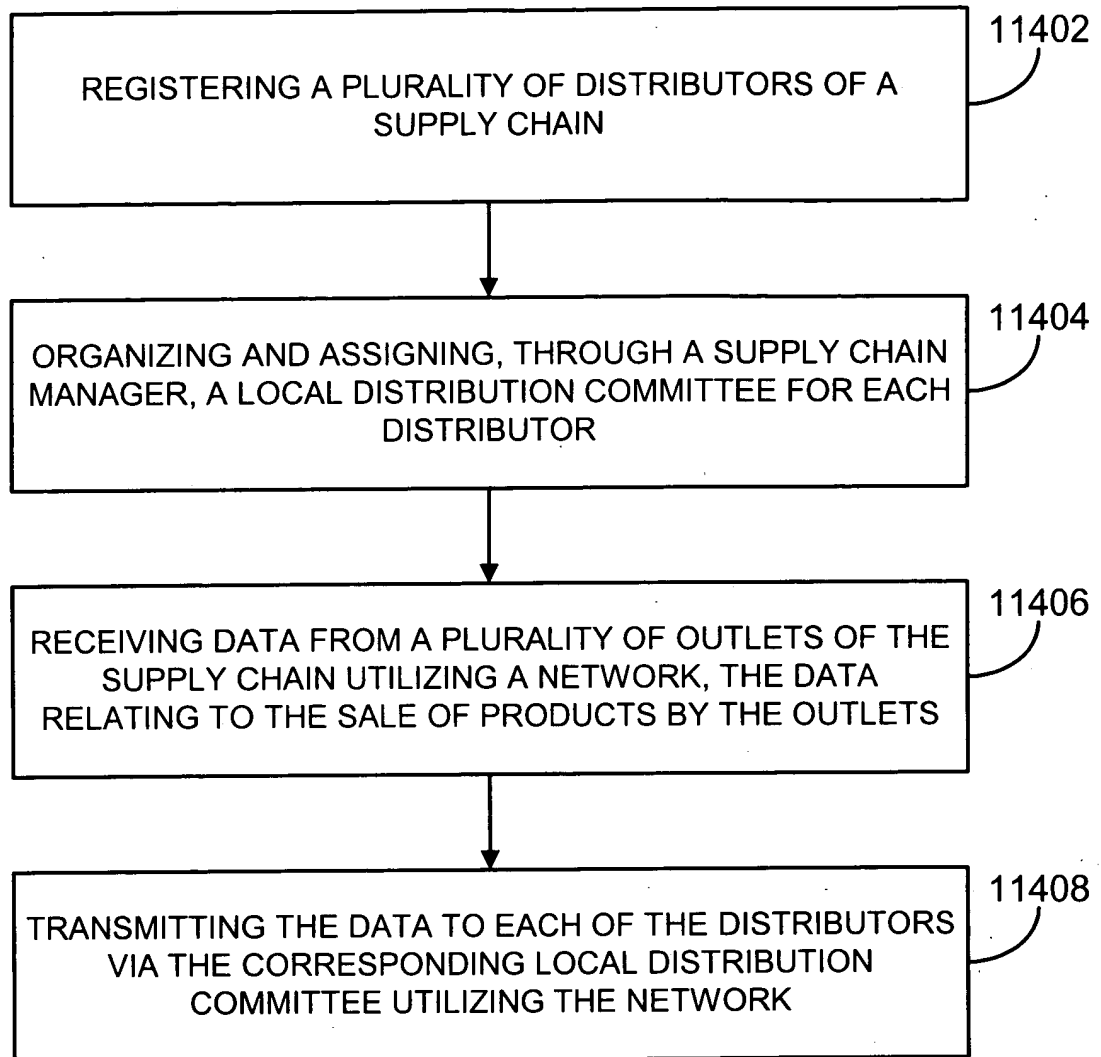


FIG. 114

11500

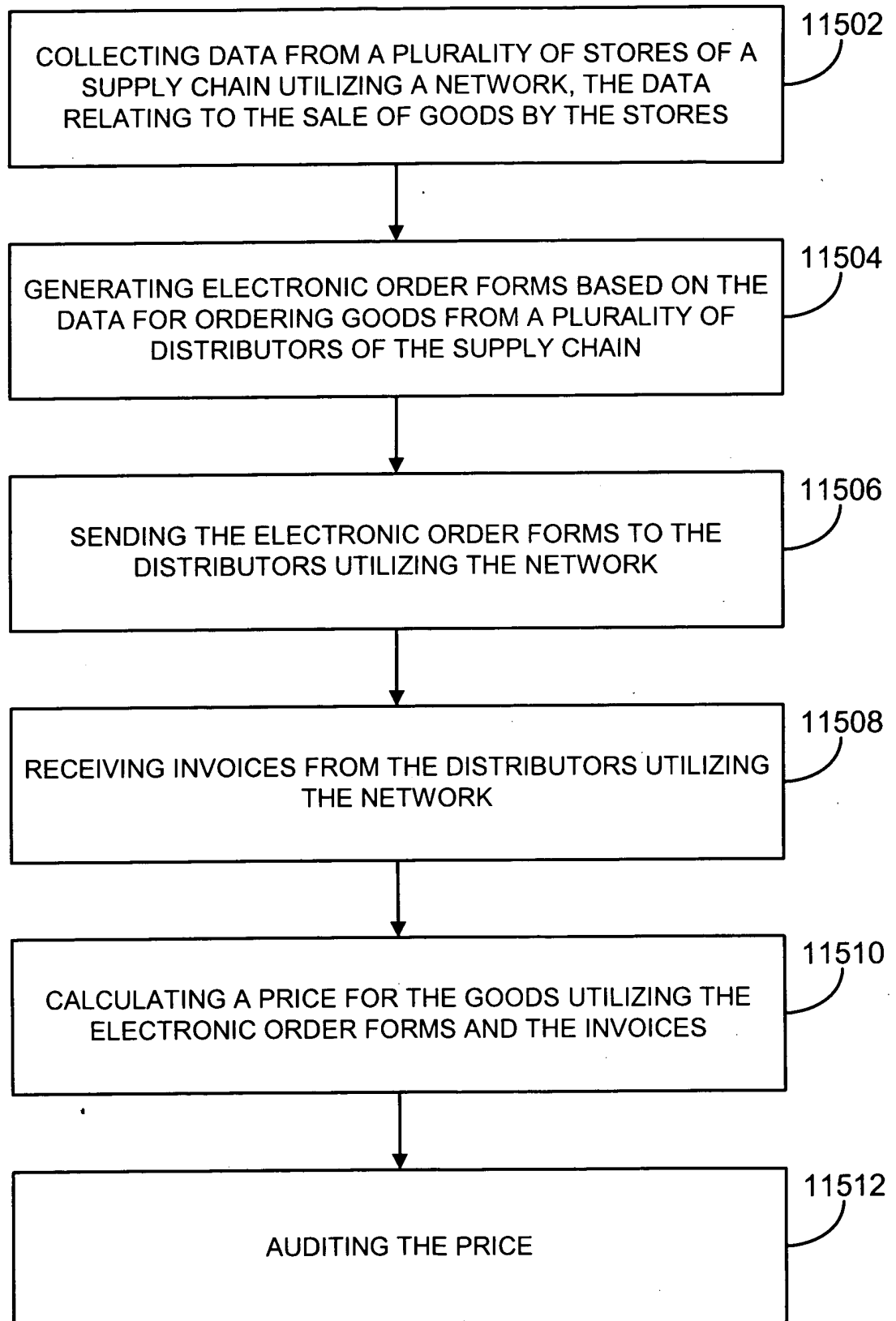


FIG. 115

11600

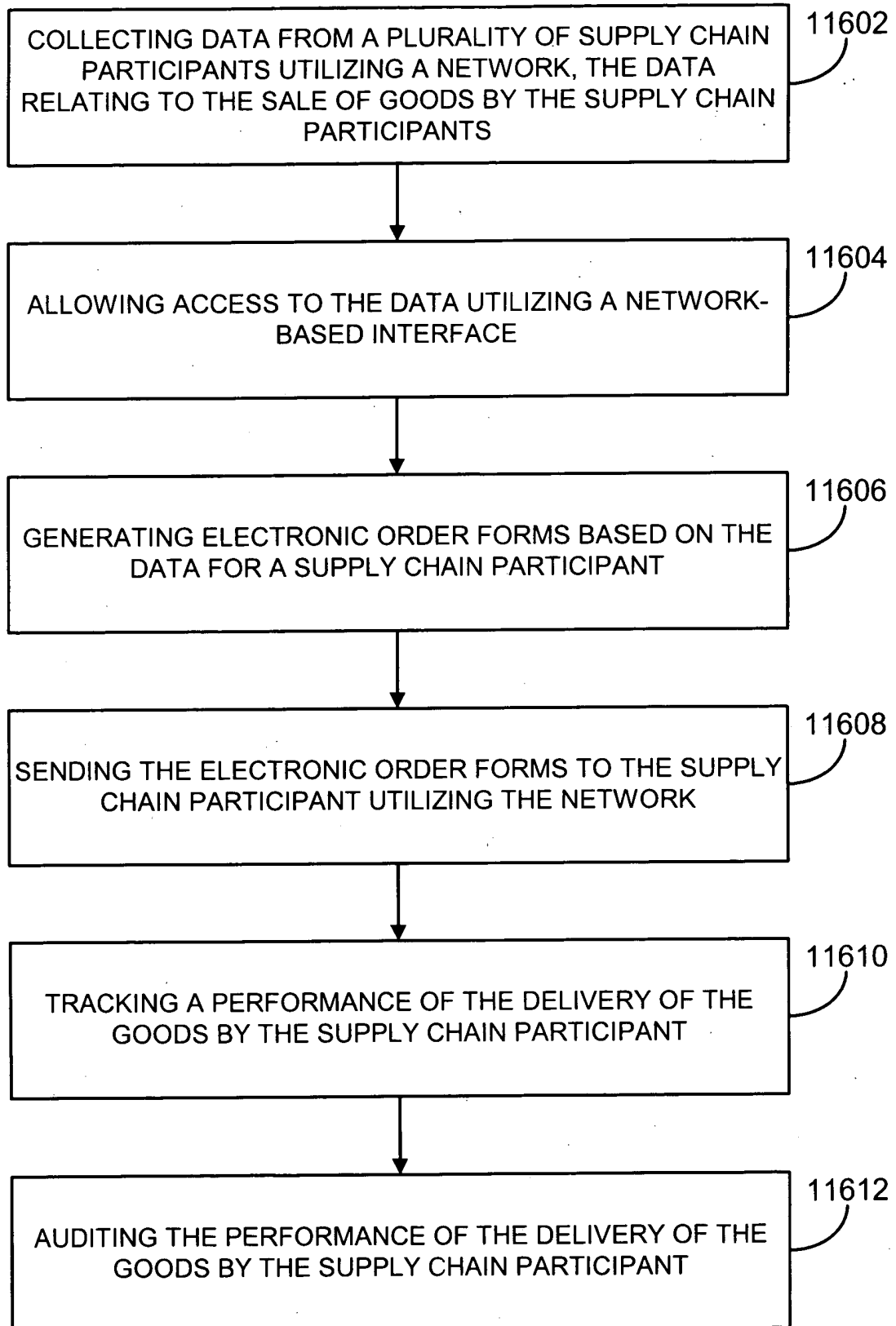


FIG. 116

11700

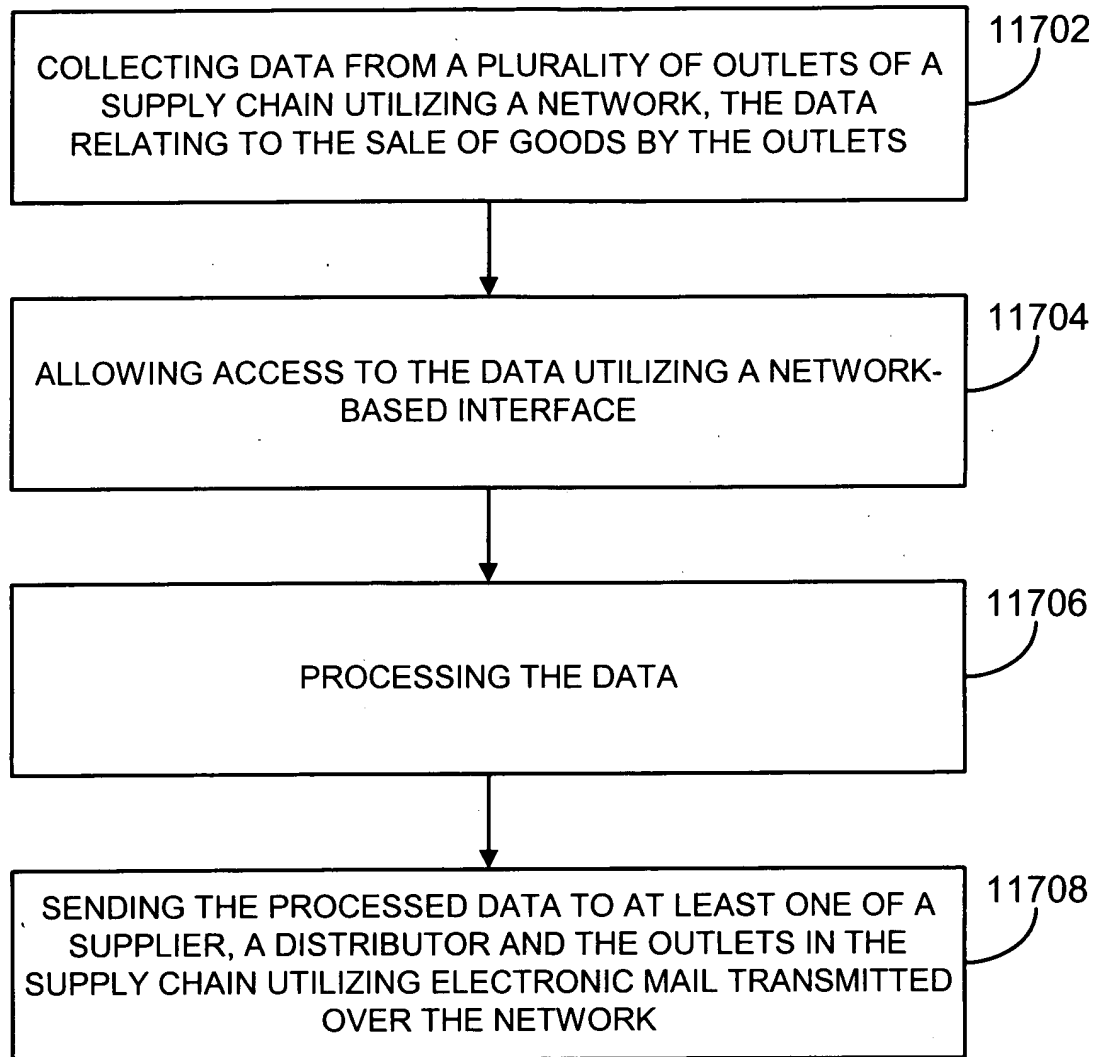


FIG. 117

11800

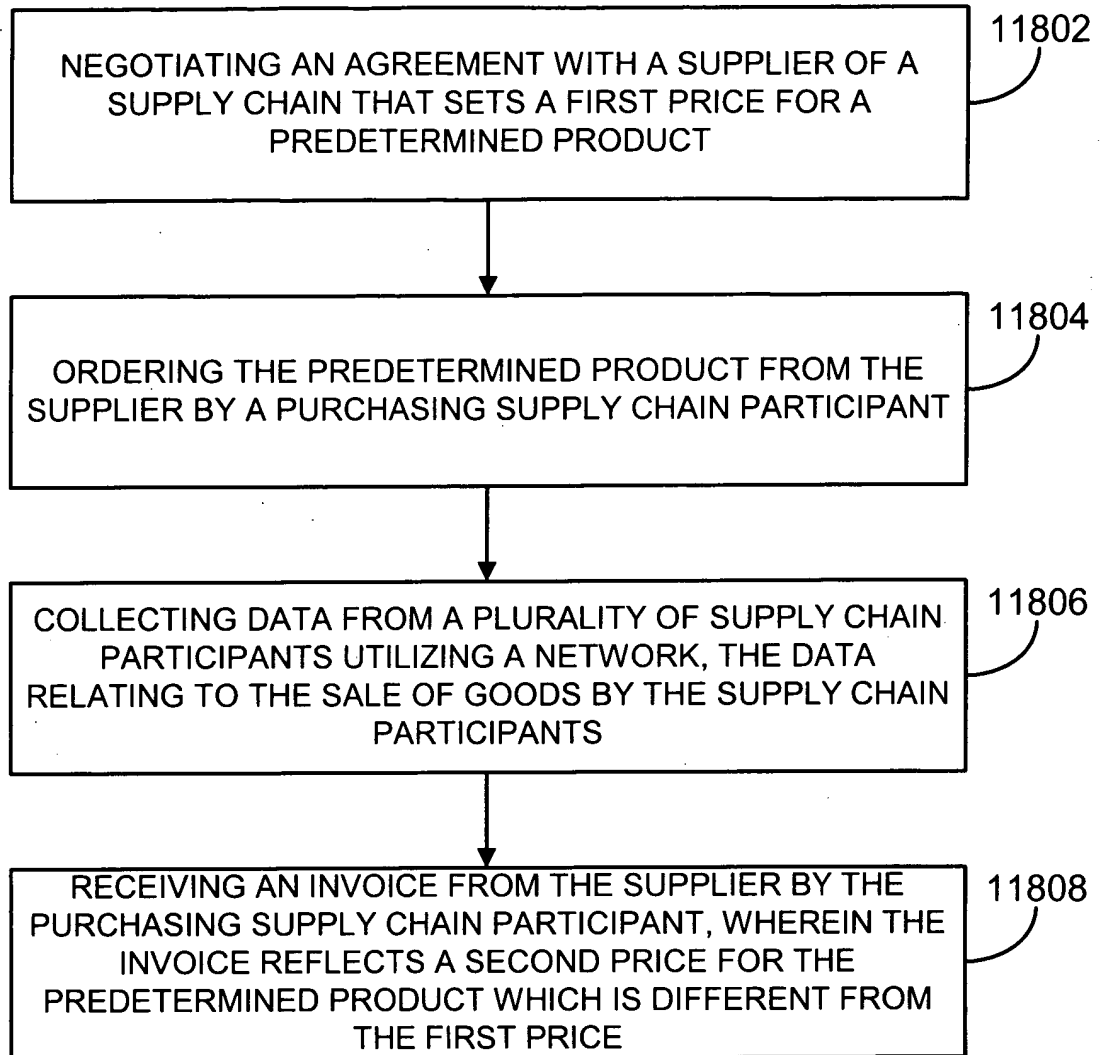


FIG. 118

11900

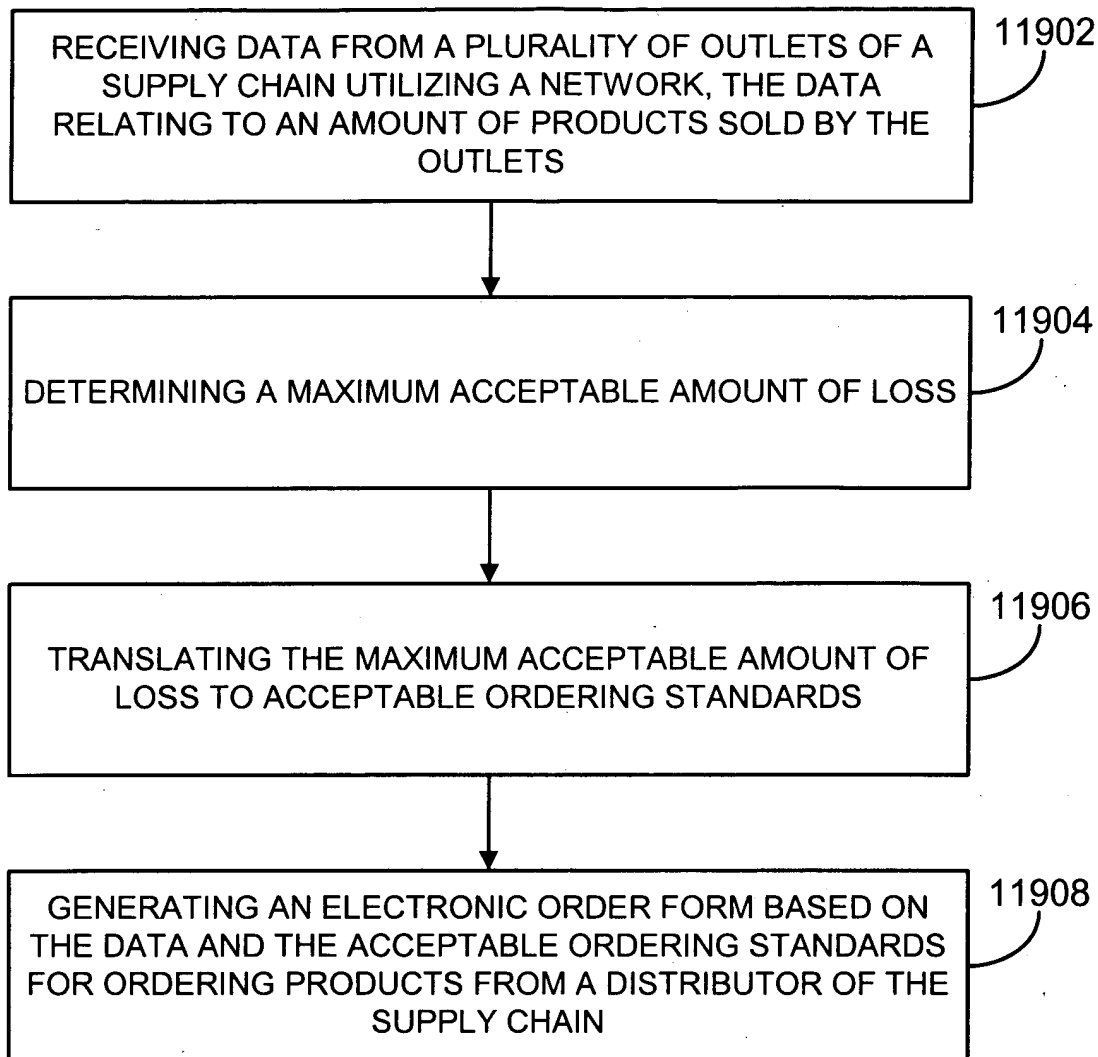


FIG. 119

12000

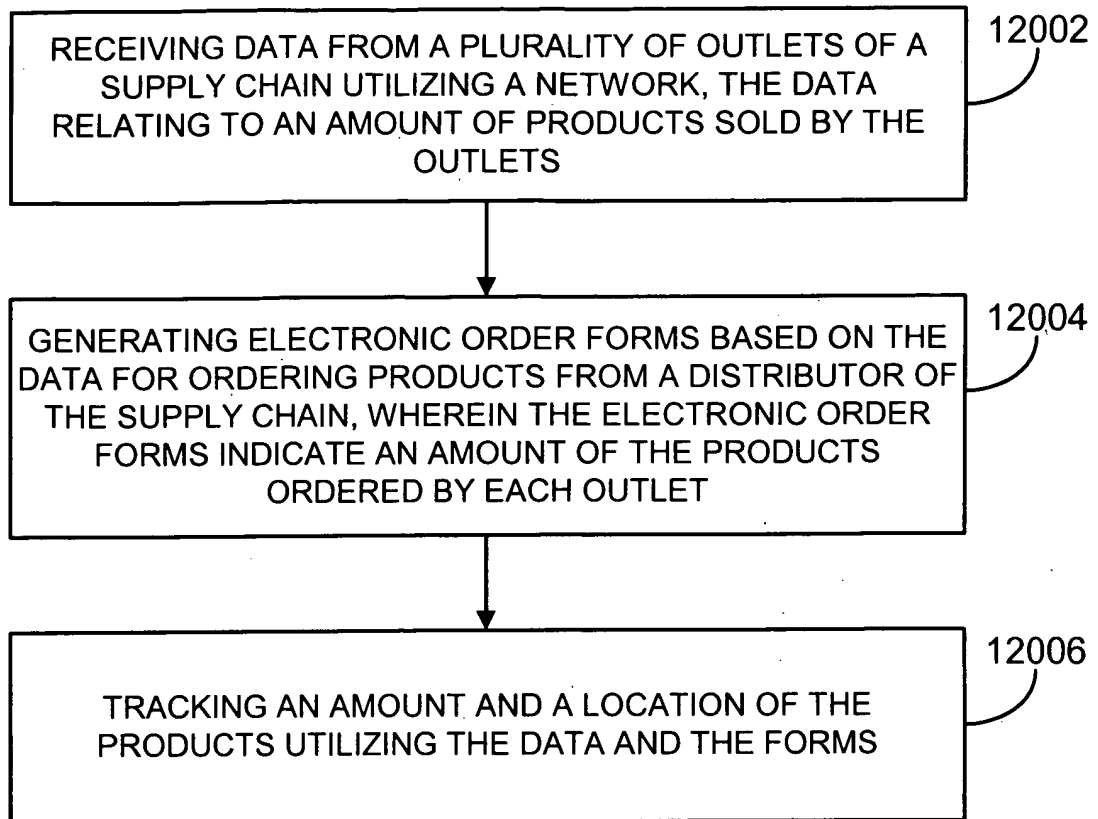


FIG. 120

12100

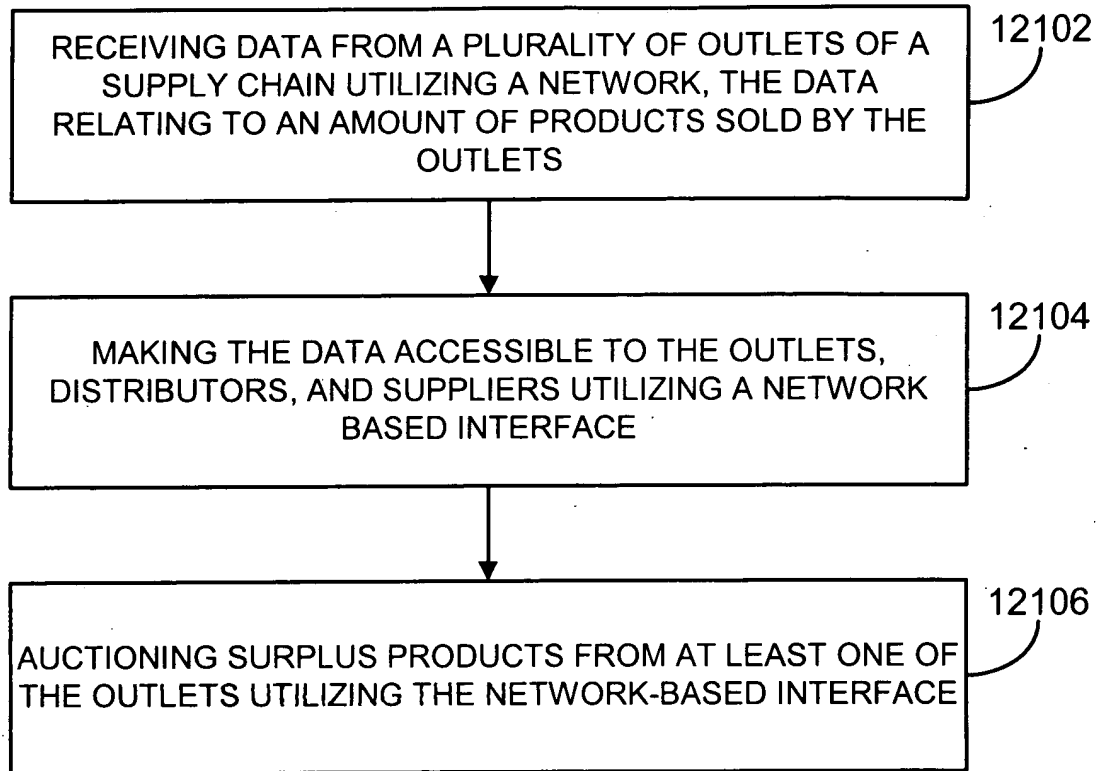


FIG. 121

12200

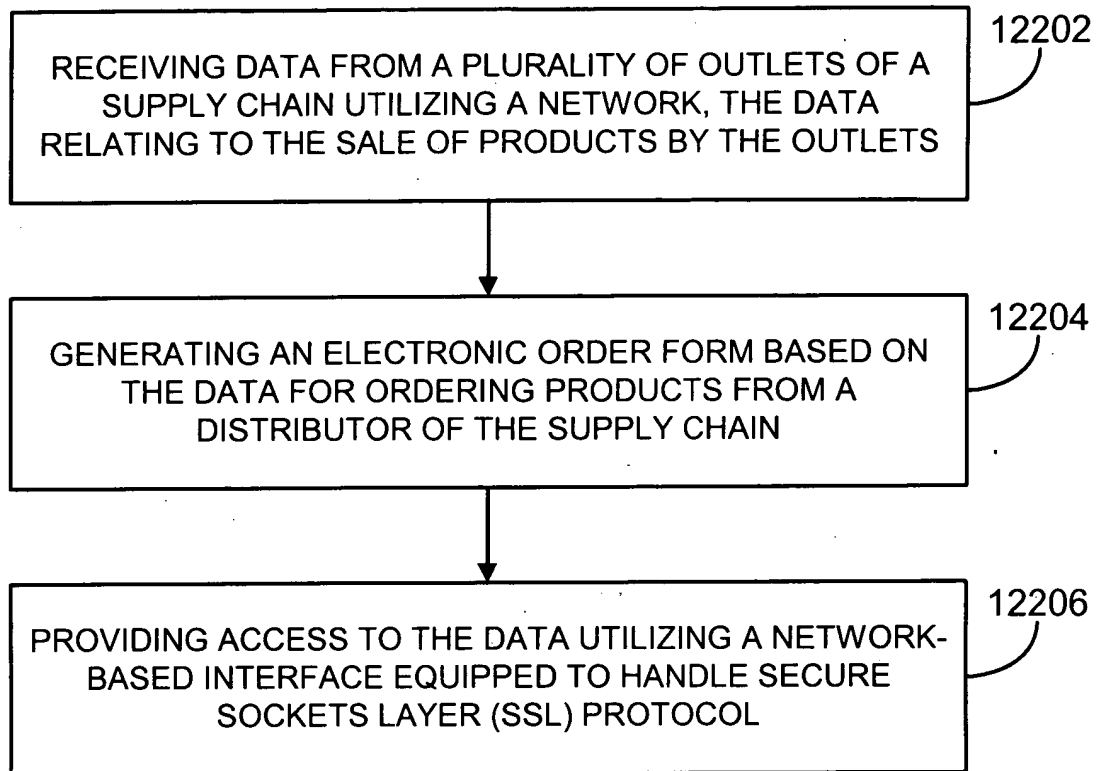


FIG. 122

12300

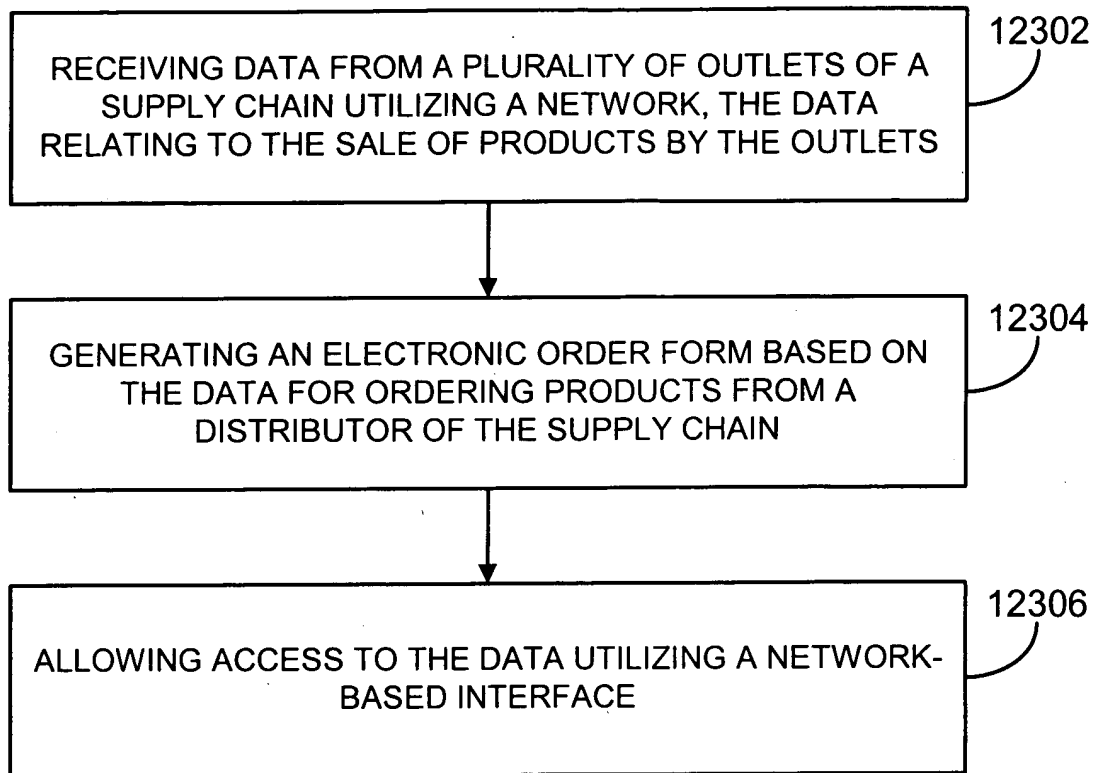


FIG. 123

12400

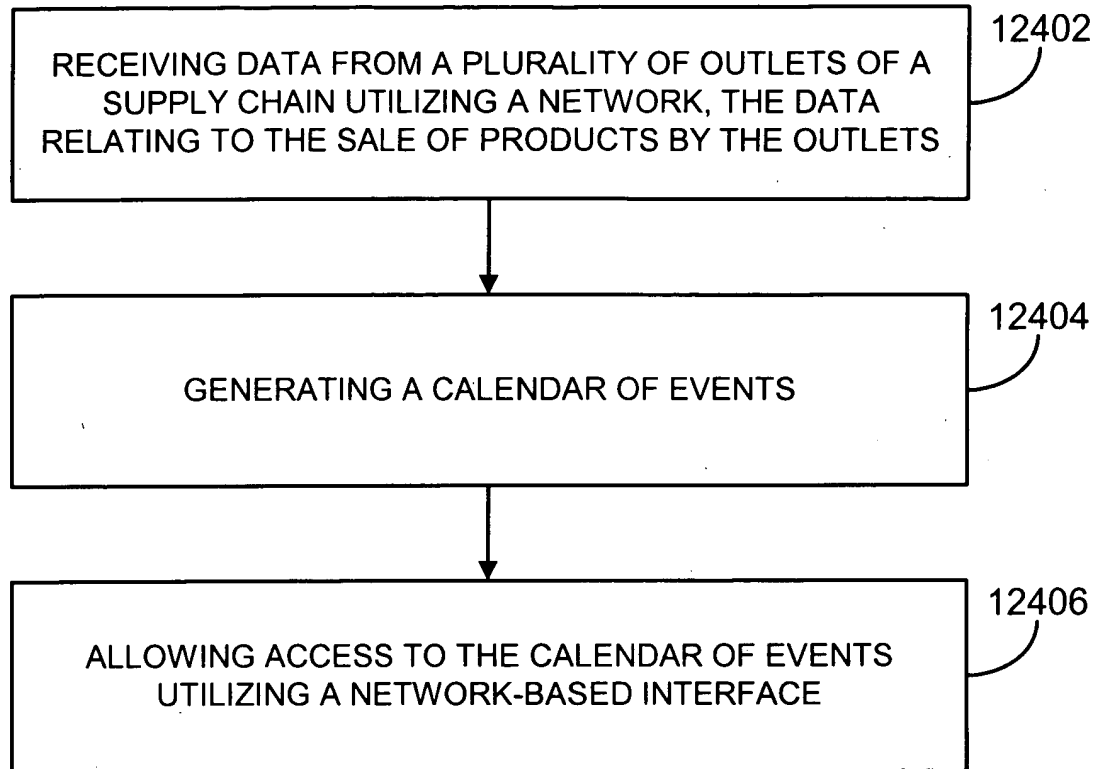


FIG. 124

12500

12502

A screenshot of a software application's menu bar. The 'Supply' menu is selected, and its dropdown menu is open, showing options: 'Supplier...', 'Supplier Site...', 'Distributor...', and 'DC...'. To the right of the dropdown, there are icons for 'Least Cost' and 'Contract'. The other menu items in the bar are 'Patronage', 'Sales/Inv', 'Utilities', and 'Window'.

FIG. 125

12600

12602

A horizontal toolbar containing three buttons labeled 'Sort', 'Print', and 'New' from left to right.

FIG. 126

12700

12702

A form with the following fields and controls:

- Item Desc:** A text input field.
- Item Number:** A text input field.
- Product Cat Code:** A dropdown menu.
- Status Code:** A dropdown menu with 'Active' selected.
- Item Rank:** A dropdown menu.

FIG. 127

12800

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	51000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information	Site Id: 17355	Site Role: FOB Shipping Point
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active <input type="checkbox"/>	Rail Sidings: <input type="checkbox"/>

FIG. 132

13300

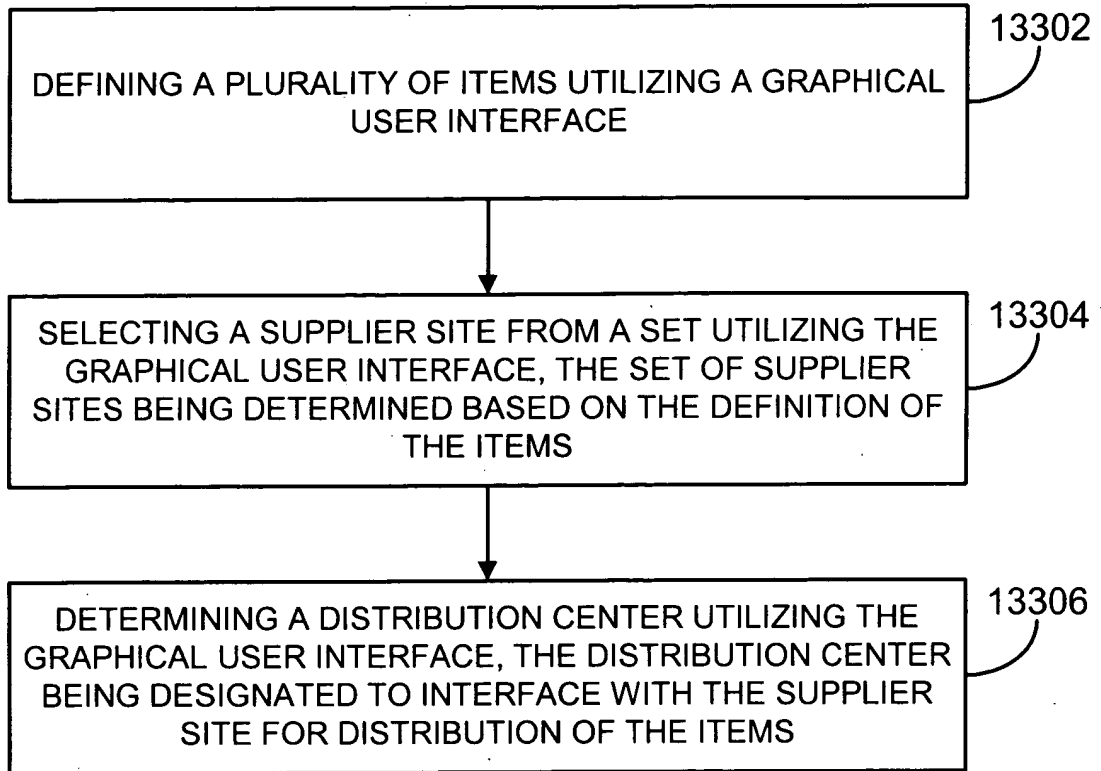


FIG. 133

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:		<input type="radio"/> Yes <input checked="" type="radio"/> No		Apply By:		Cell <input type="text"/>	

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100



FIG. 141

14300

<u>C</u> ost	Edit / View	F3
Commodities	New (using previous matrix)	F4
Vendor Rating	New (build matrix)	F5
Contact Management	Multi Item Price Notification ...	

FIG. 143

14400

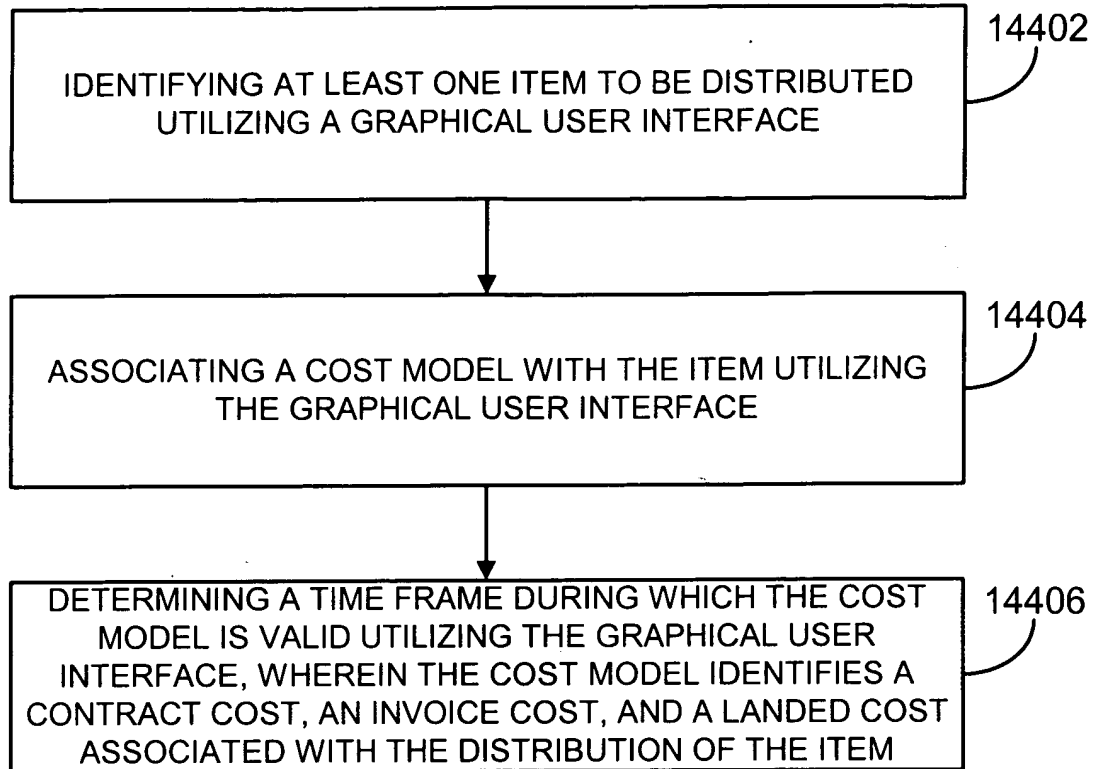


FIG. 144

14500



FIG. 145

14600

Contract ID:	673 - TYSON FOODS	
Initial Buyer Name:	Jamie Hersh	Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date
Payment Terms:	Net 10

FIG. 147

14800

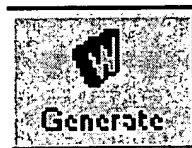


FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER JR 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

New Items...

Delete Item...

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

15300

Exhibit C

FIG. 153

15400

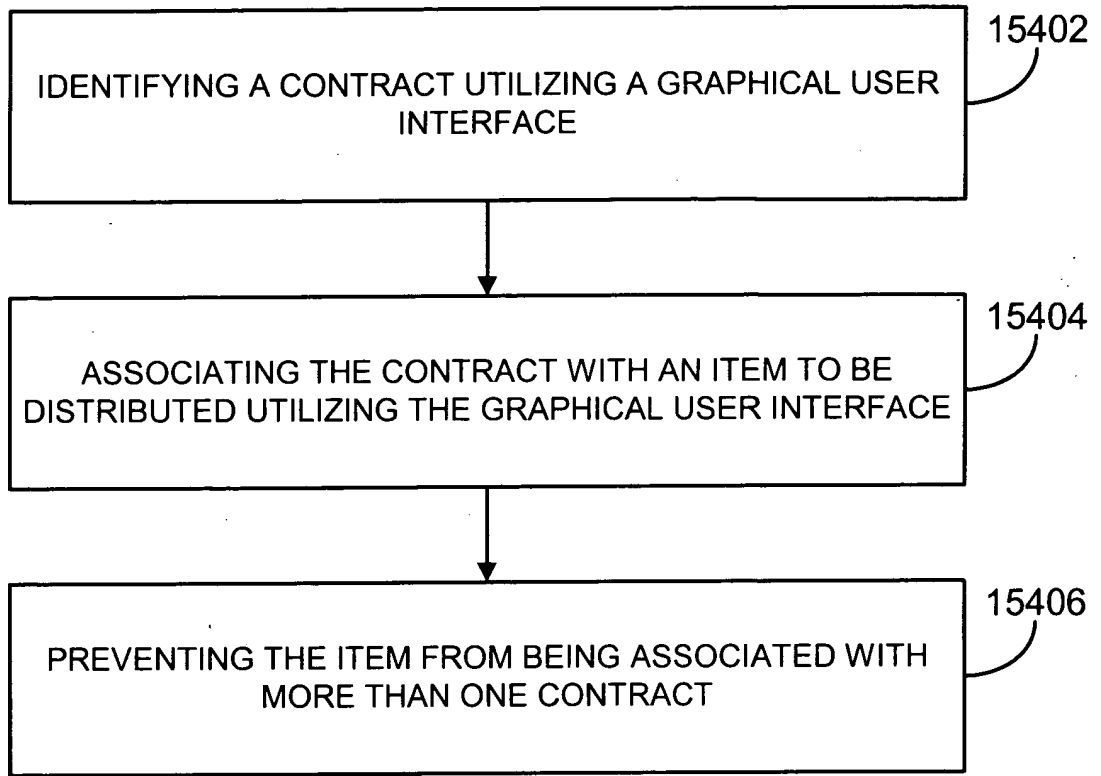


FIG. 154

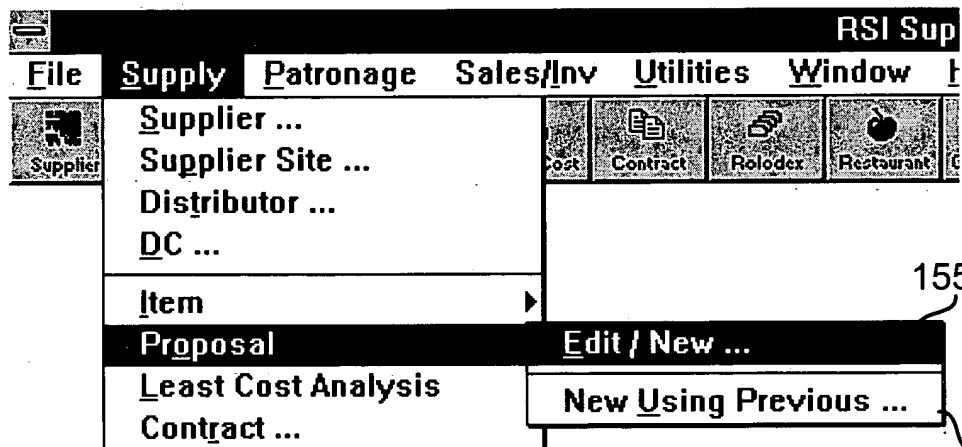


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest	Usage	Templates	View Bid
------------------	-------	-----------	-----	-----------	---------	-------	-----------	----------

Proposal Information

Proposal ID:	1021	Proposal Due Date:	06/12/97
Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date:	07/01/97
Buyer Name:	Dennis Clabby	Contract End Date:	06/30/98

Actions

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

FIG. 156

15600

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

Item Description

CUP-HOT

Item Description

LID-HOT 12/16 OZ (DRY)

LID-HOT 8 OZ (DRY)

2 Rows Selected

> >> << <

FIG. 158

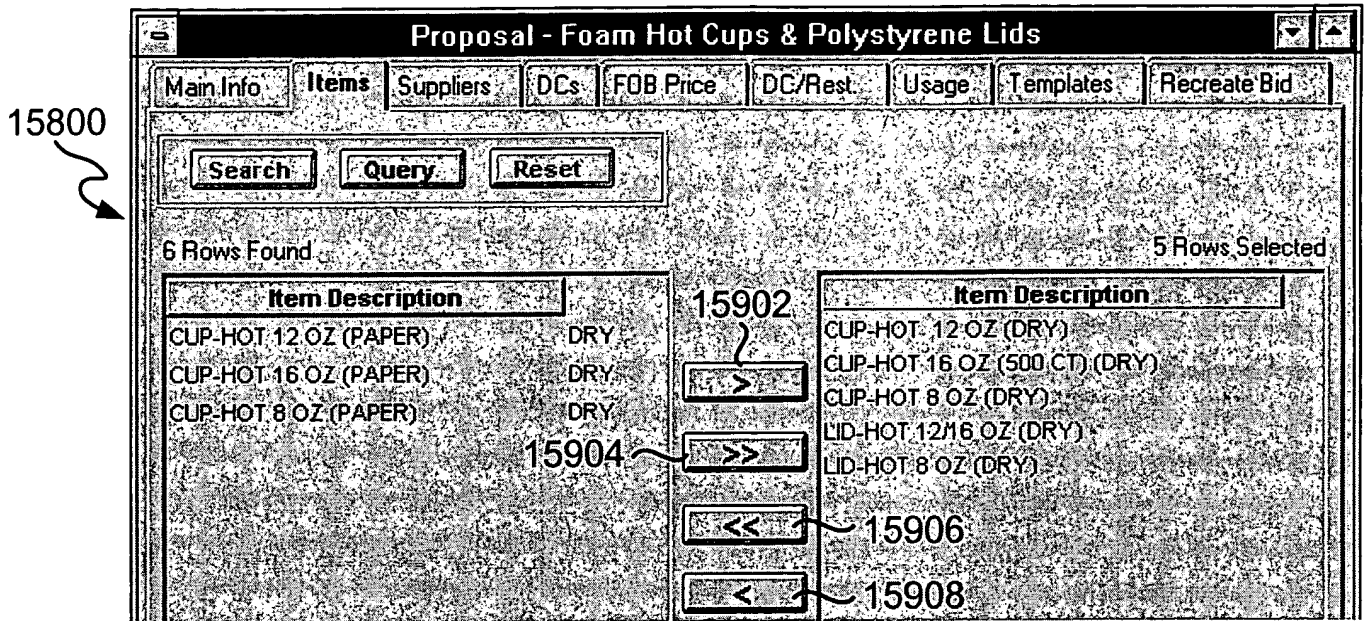


FIG. 159

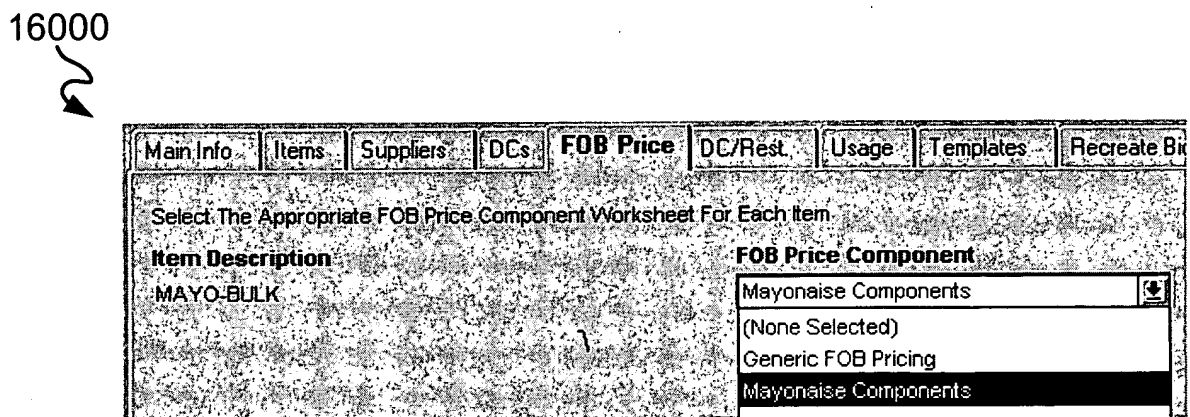


FIG. 160

[illegible][illegible]

16200

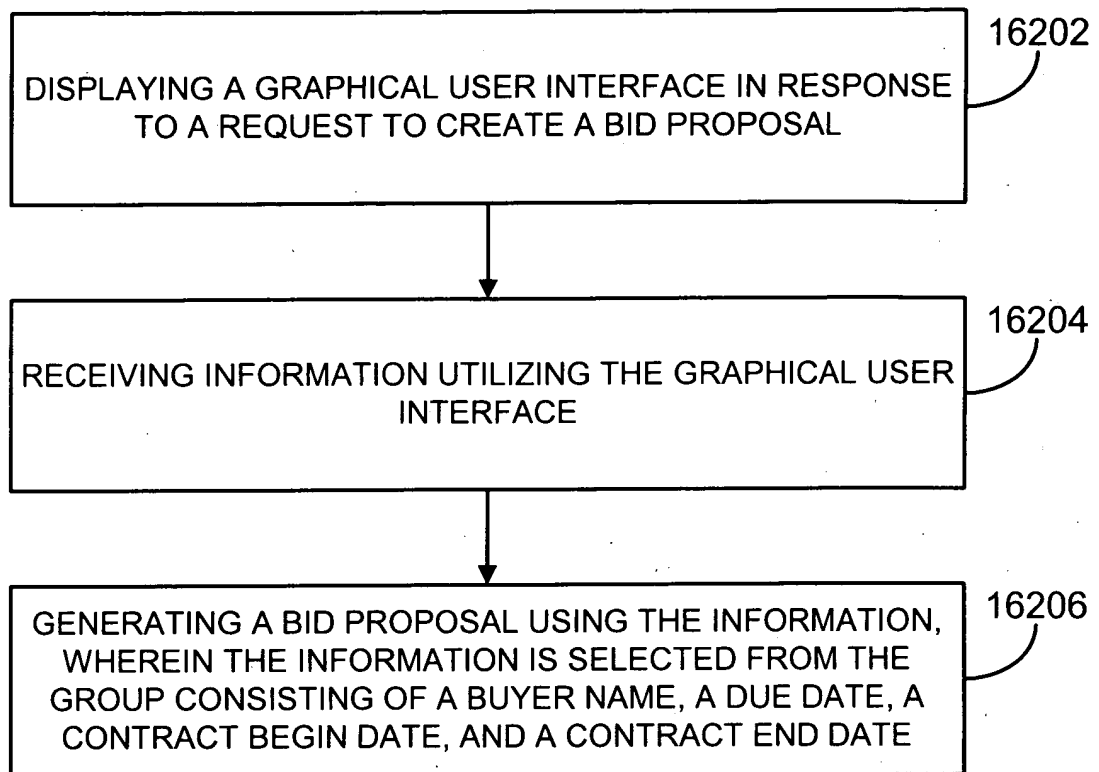


FIG. 162

16300



FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter	?		Y
General Terms and Conditions	?		N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement	?		N
BK Specification Request	?		N
FOB Price Component	?		Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

16500

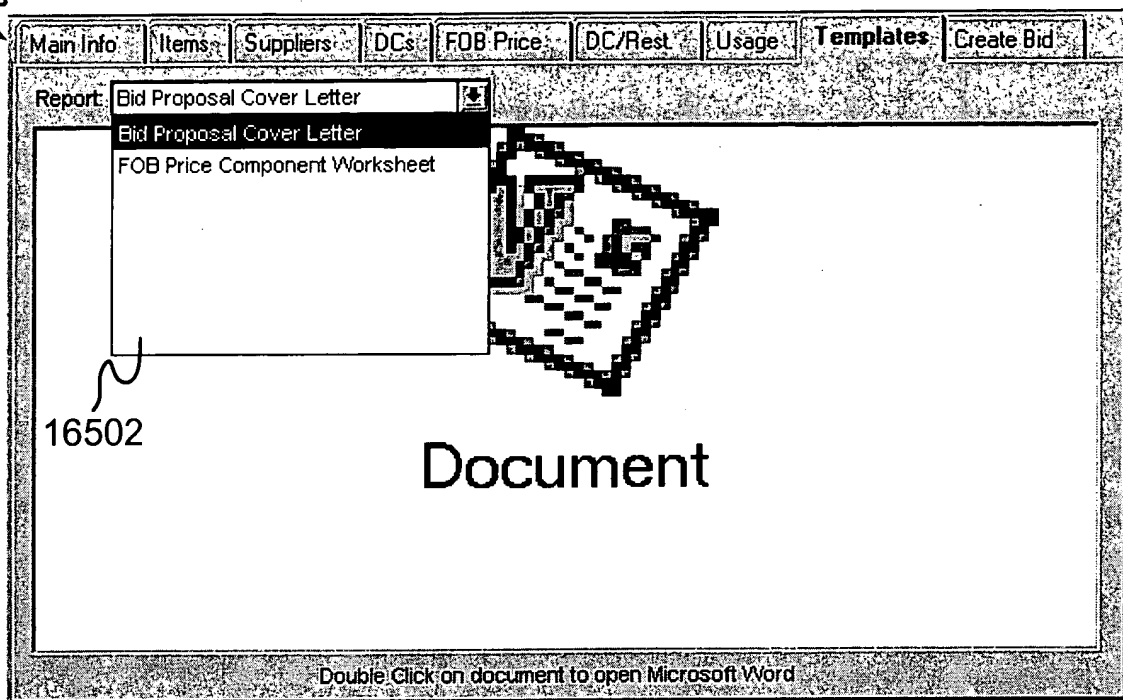


FIG. 165

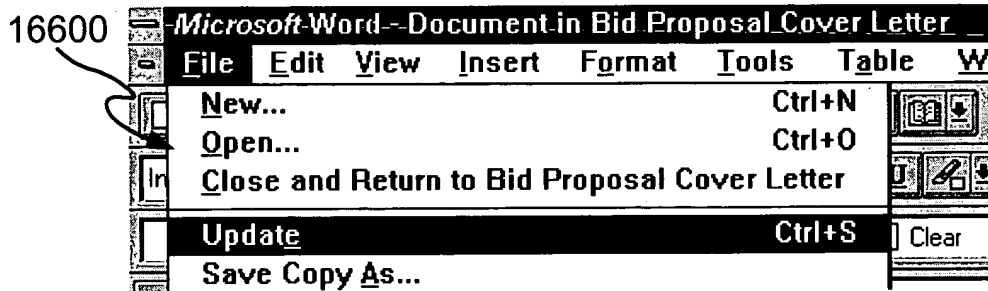


FIG. 166

16700

Main Info Items Suppliers DCS FOB Price DC/Rest Usage Templates **Create Bid**

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	
Sample Supply Agreement <input checked="" type="checkbox"/>	
BK Specification Request <input checked="" type="checkbox"/>	

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

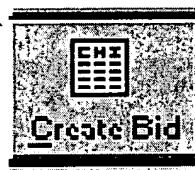


FIG. 168

16900

Report: 7/2/97

Item Information Worksheet	↓
Bid Proposal Cover Letter	↑
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	↓

Supplier: (all)

Restaurant Services, Inc.

Item Information Worksheet

ATTY

DS

FIG. 169

17000

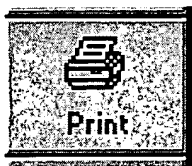


FIG. 170

17100



FIG. 171

17200

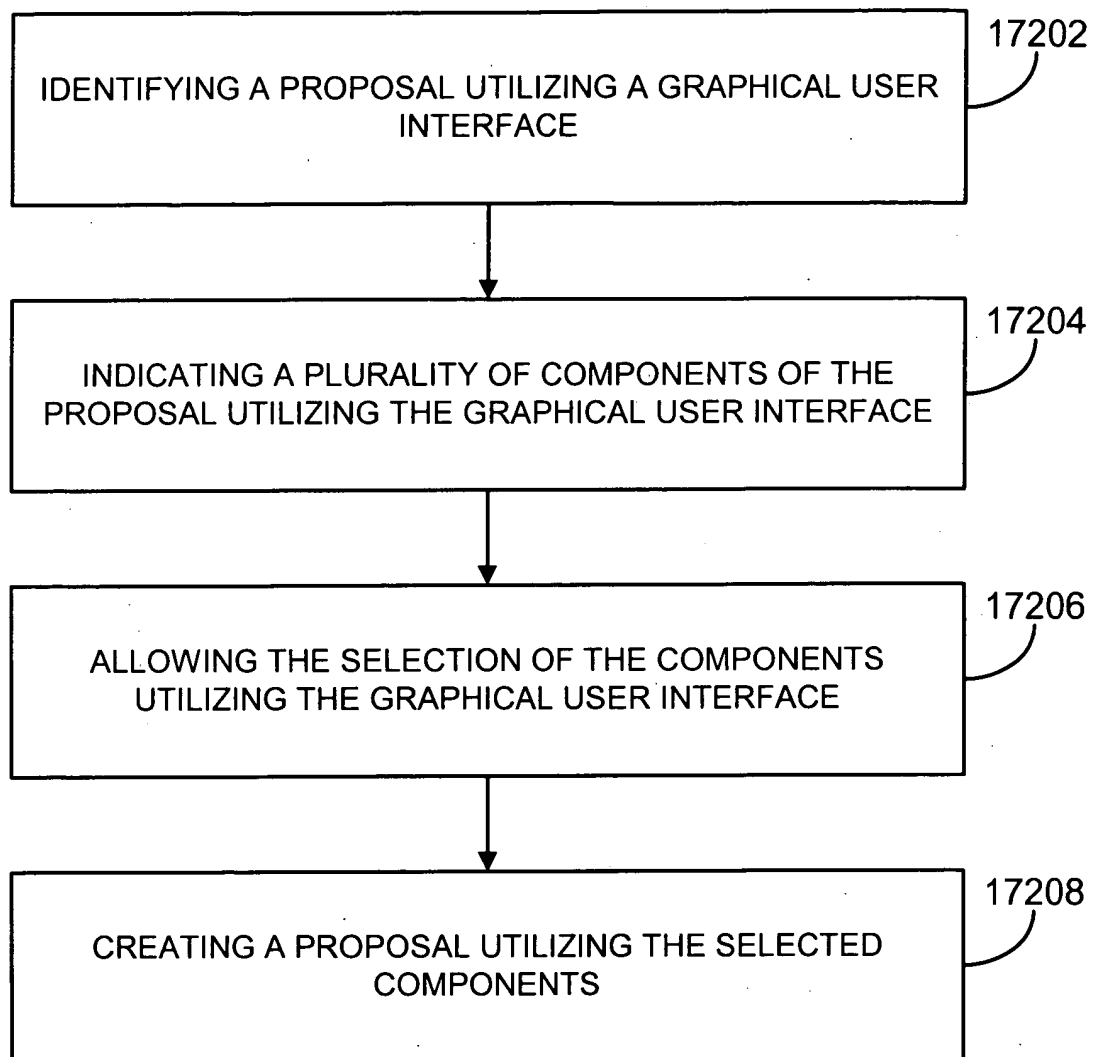


FIG. 172

17300



FIG. 173

17400

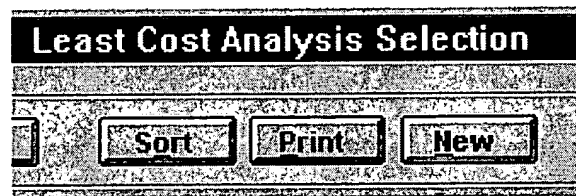


FIG. 174

17500

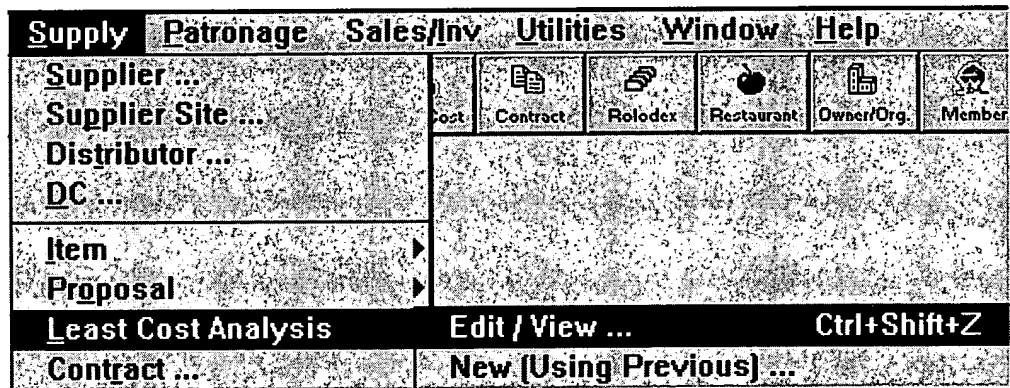


FIG. 175

17700

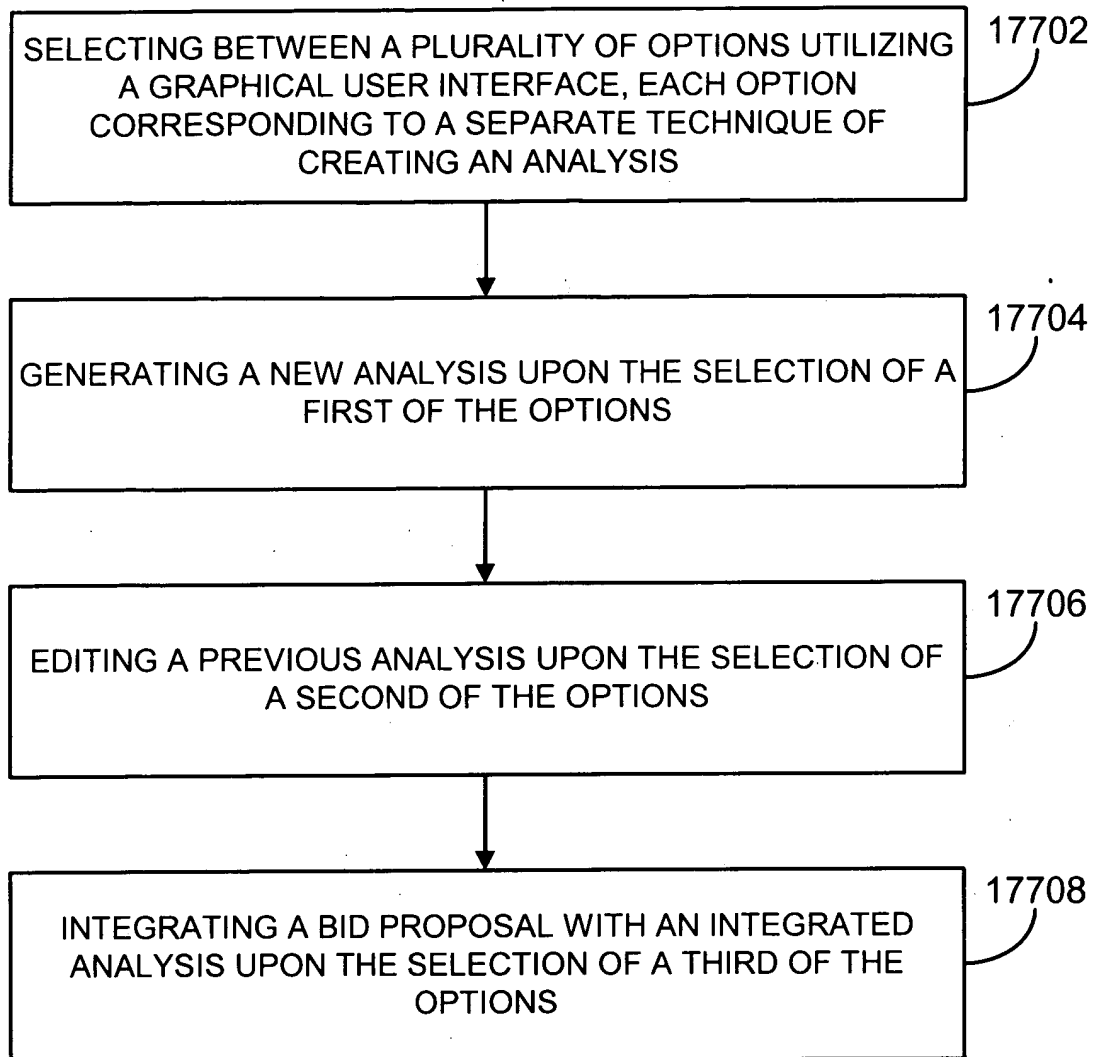


FIG. 177

17800

Analysis Name:	Hash Brown Actual		
Analysis ID:	1036		
Buyer:	Dennis Clabby		
Period of Agreement:	10/1/97	THRU	9/30/98
Unit Of Measure:	CASE(S)		

FIG. 178

17900

Version (1) of (9)		Base version
What is the max # of FOB points to allocate to each DC ?	One FOB	
What is pricing method for this version ?	FOB + Freight	
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000	
Override RDC Truckload Validation?	No	
Solution Strategy:	Standard	Last Revision: 9/15/97 1:04 PM

FIG. 179

18000

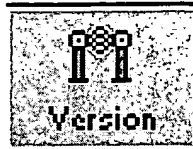


FIG. 180

18100

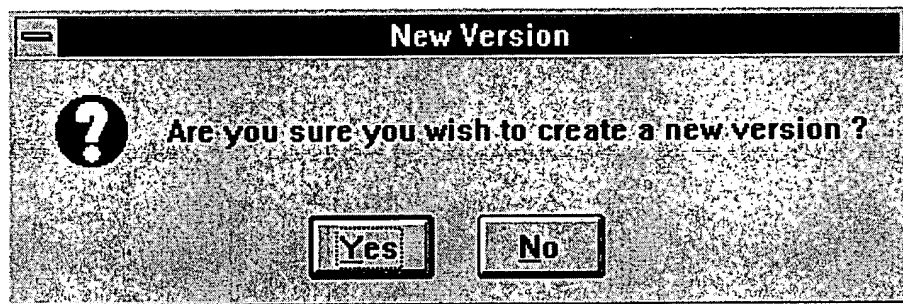


FIG. 181

18200

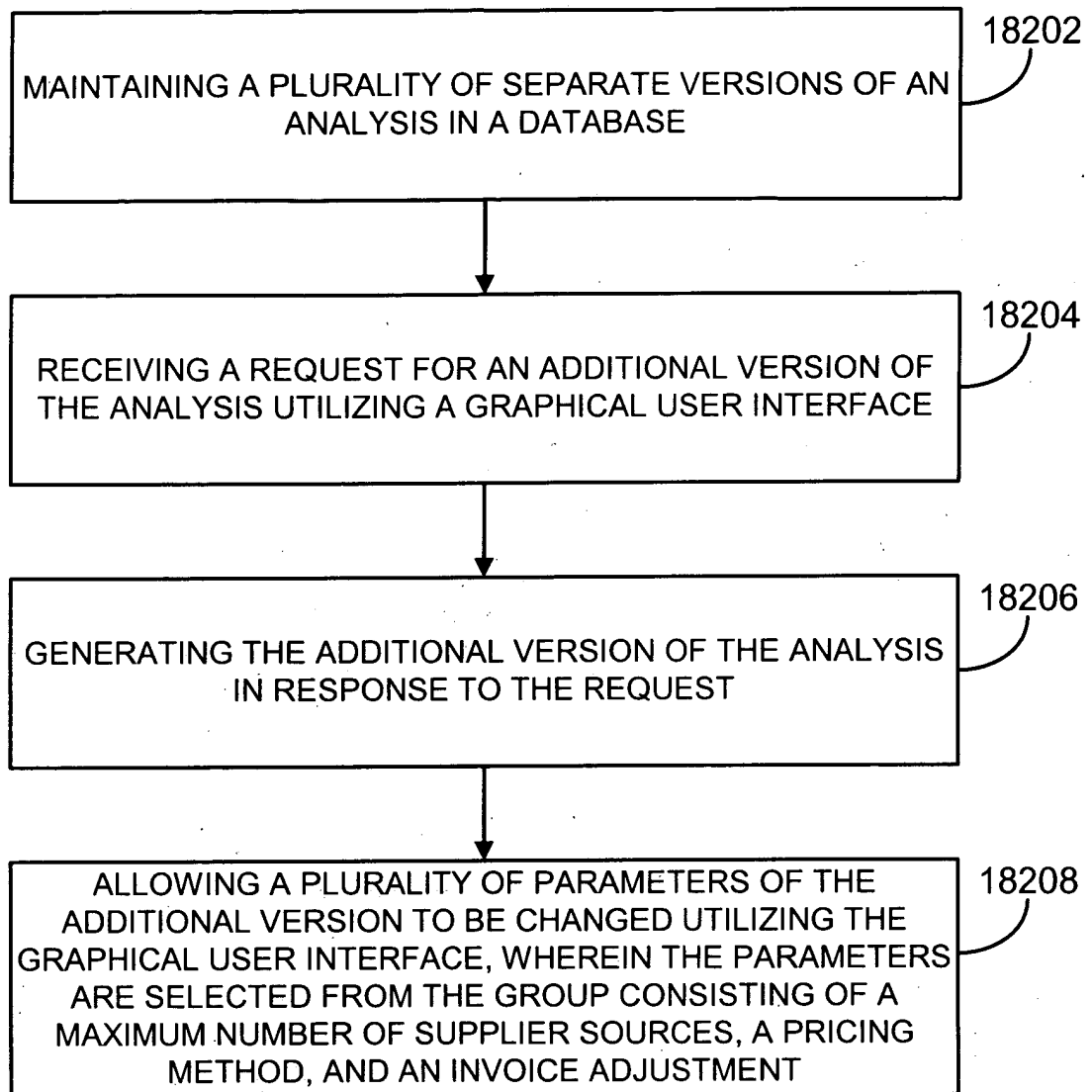


FIG. 182

18300

Search Query Reset

Query Values 7 Rows Selected

Supplier FOB		Supplier FOB
DOP		DOPACO-DOWNTOWN, PA
	>	DOPACO-KINSTON, NC
	>>	DOPACO-ST. CHARLES, IL
		DOPACO-STOCKTON, CA
		IMPERIAL BONDWARE-SHELBYVIL, IL

18302

FIG. 183

18400



Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500

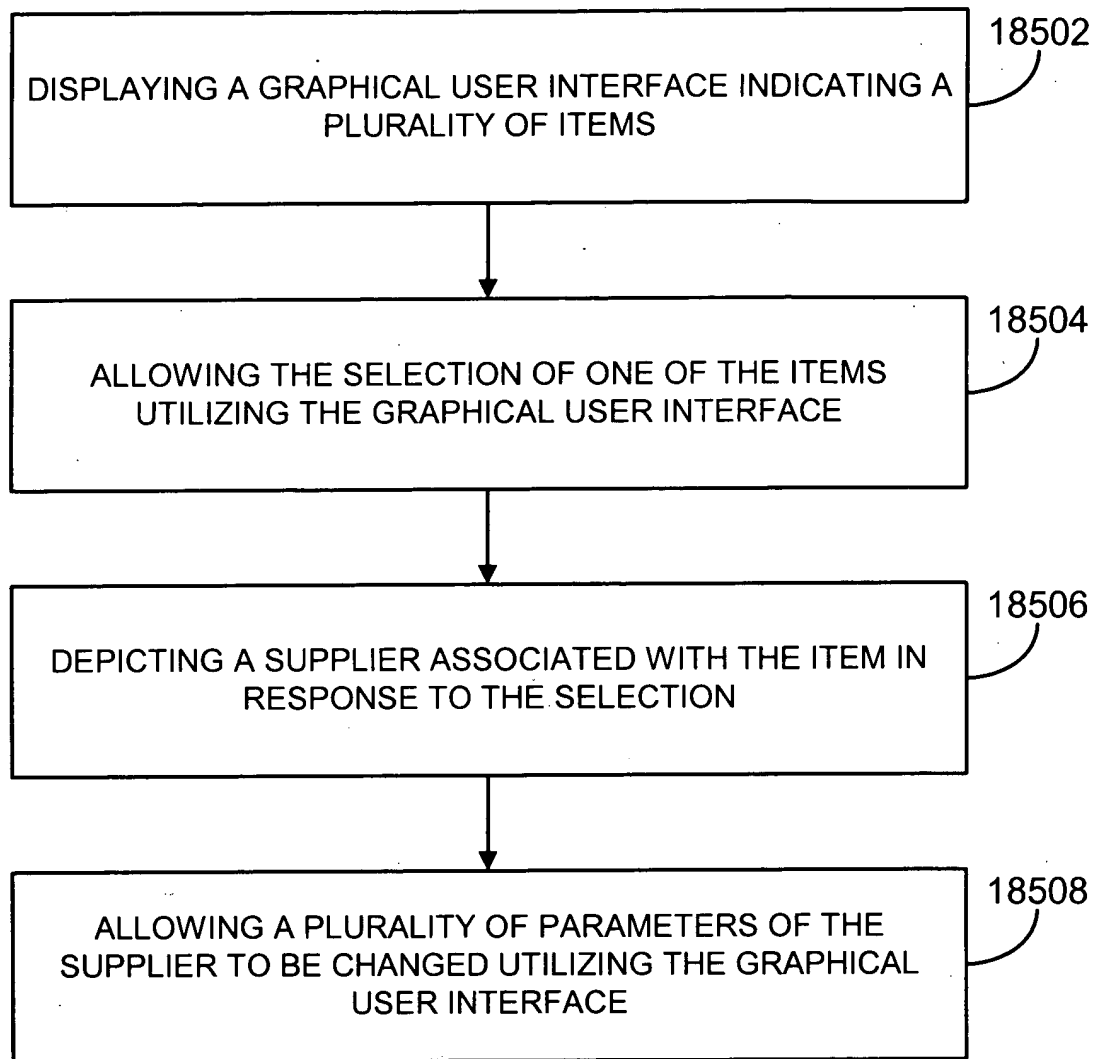


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNINGTOWN, PA

Supplier Item Desc:	16 OZ COLD CLIP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M:	INCH(S)	Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

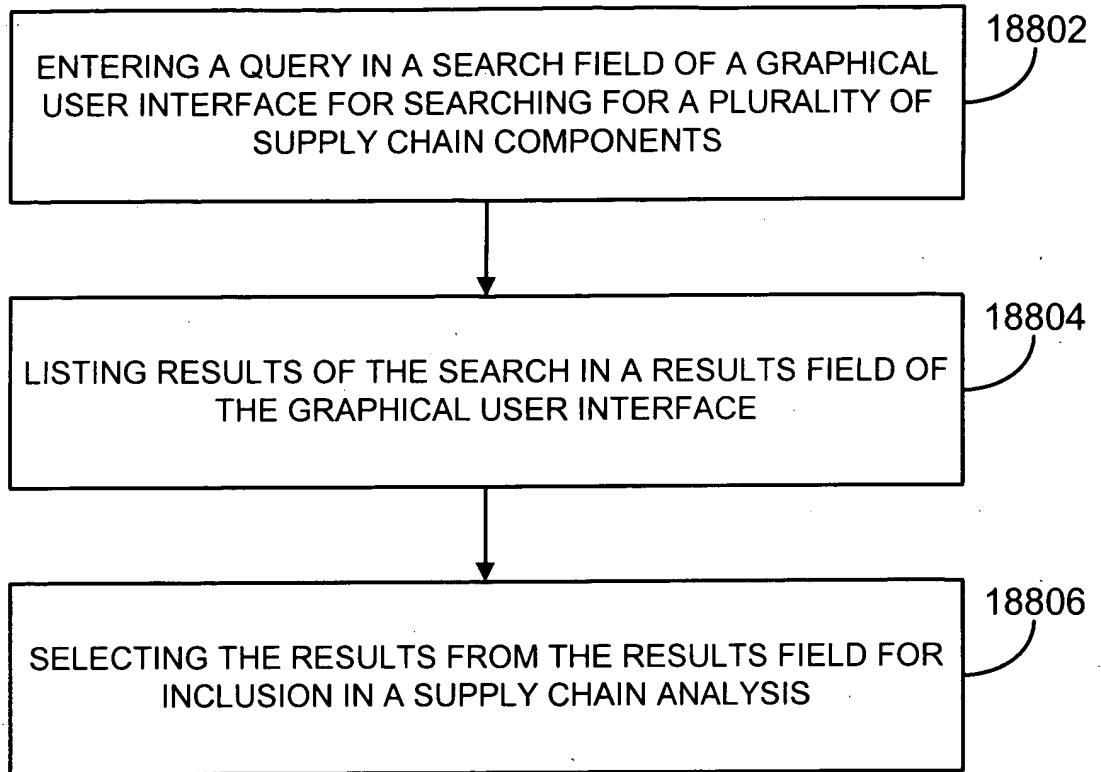


FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
LAMB-WESTON, INC. - PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. - RICHLAND, WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. - AMERICAN FALLS, ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC. - OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

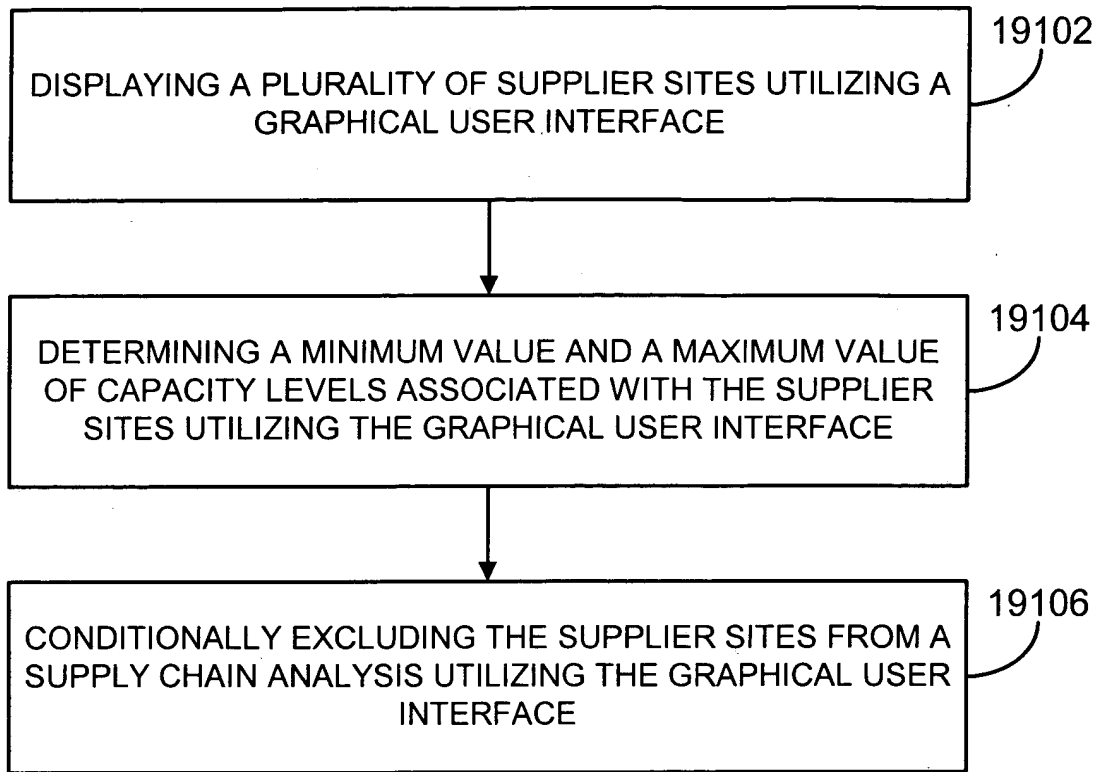


FIG. 191

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSEFOODS	0		
SUPERIOR COFFEE & FOODS	0		
Supplier FOB	Item	Cont FOB	# Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8 4200	0
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9 2300	0

FIG. 192

19300

Supplier	#	Volume		
SSI FOOD SERVICES	0			
TEXAS AMERICAN FOOD SERVICE	0			
WHITEFORD FOODS	0			

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE TX	BEEF 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE TX	BEEF 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE TX	BEEF 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume		
VENTURA FOODS	0			
VENTURA FOODS	1	100,000		

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC-PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19500 0.3750 0.3850 0.3670 0.4725 0.3950

19600

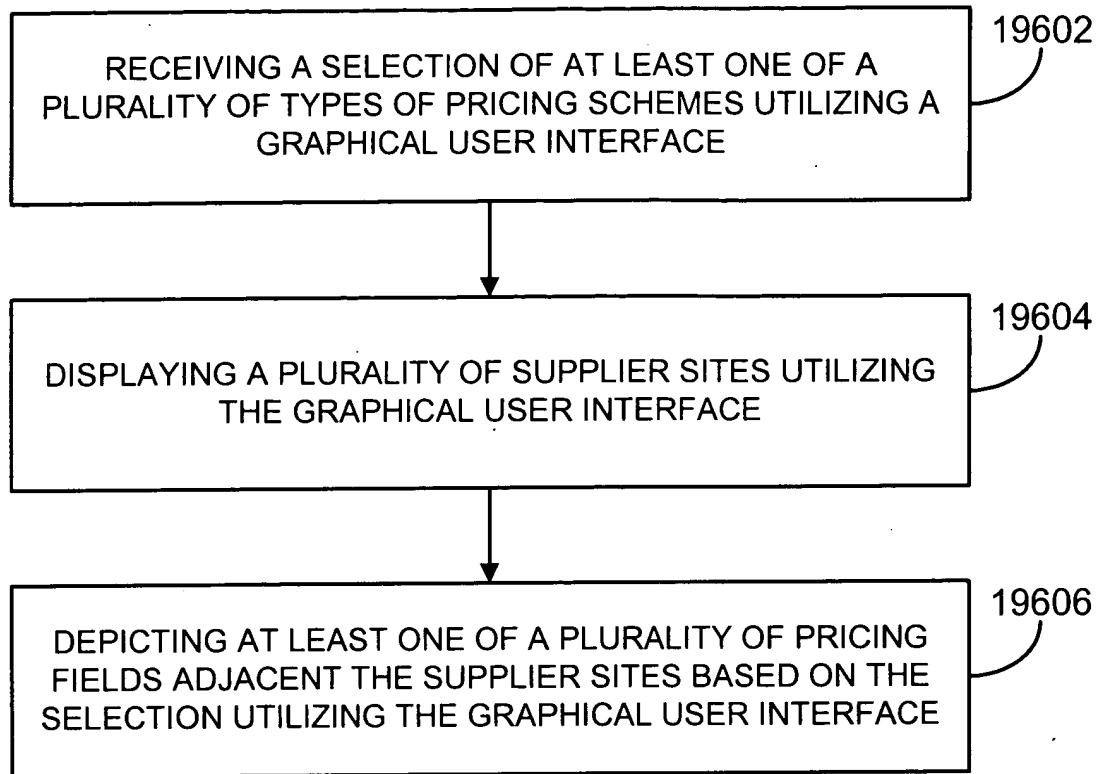


FIG. 196

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period						
CHICKEN-PATTY	.00%							
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage		↑
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205		
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823		
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909		

FIG. 198

19900

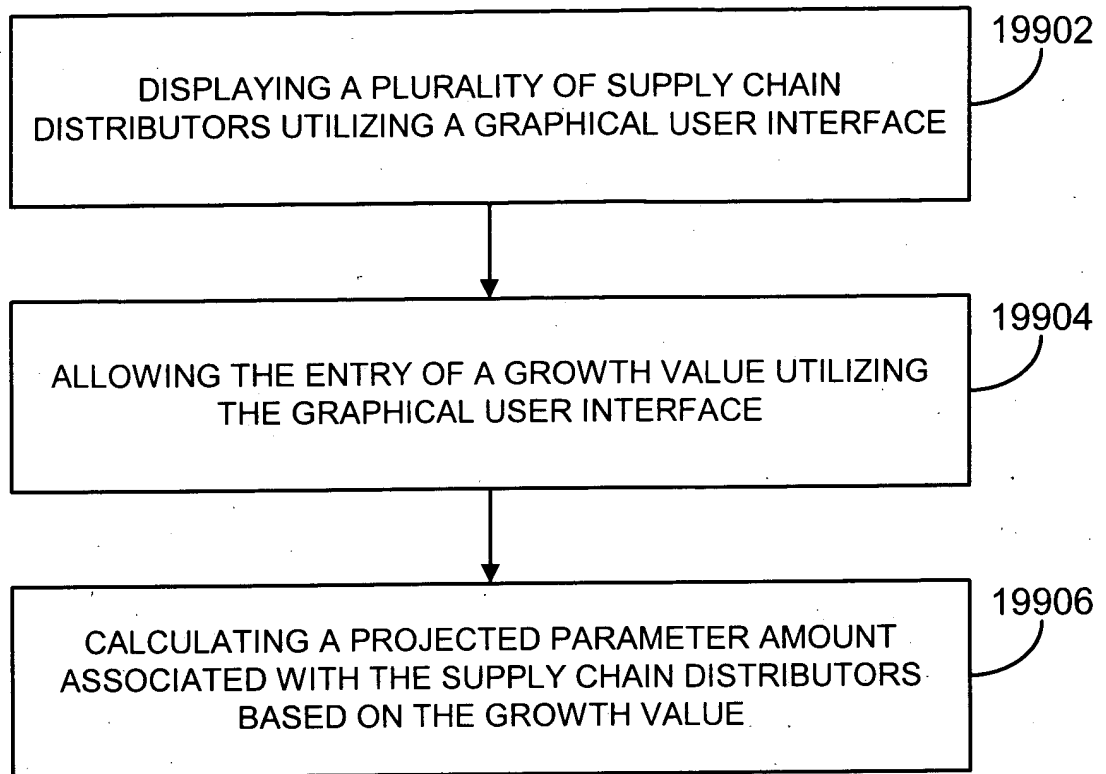


FIG. 199

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		Honor-TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200


Invalid Selection	
	AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.
<input type="button" value="OK"/>	

FIG. 202

20300

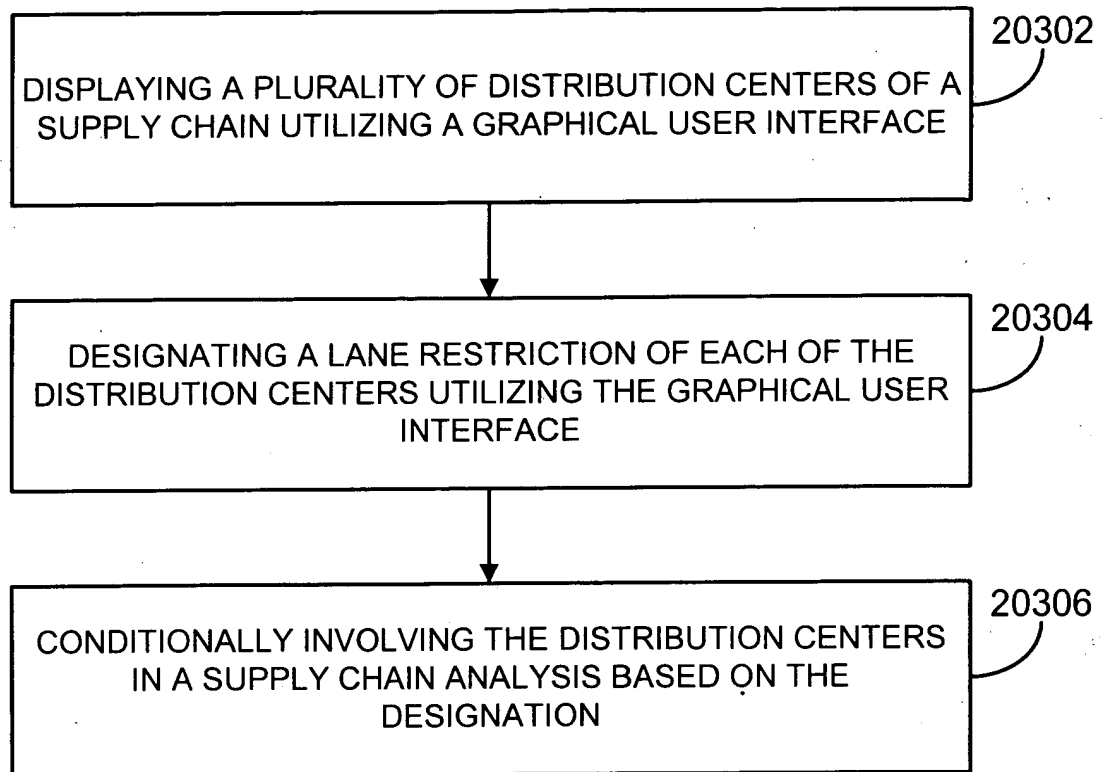


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

20600

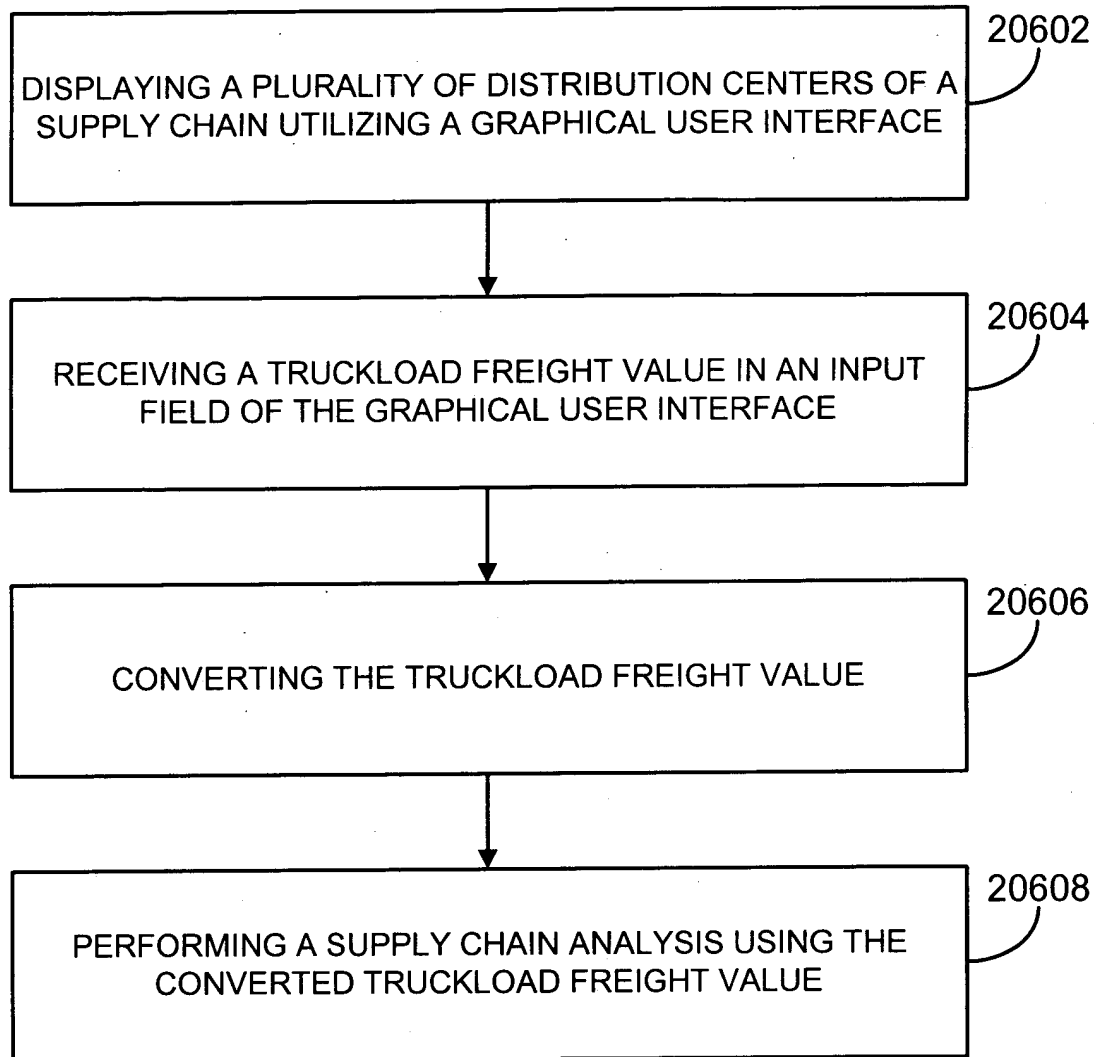


FIG. 206

20700



Analysis Region	Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No

Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800

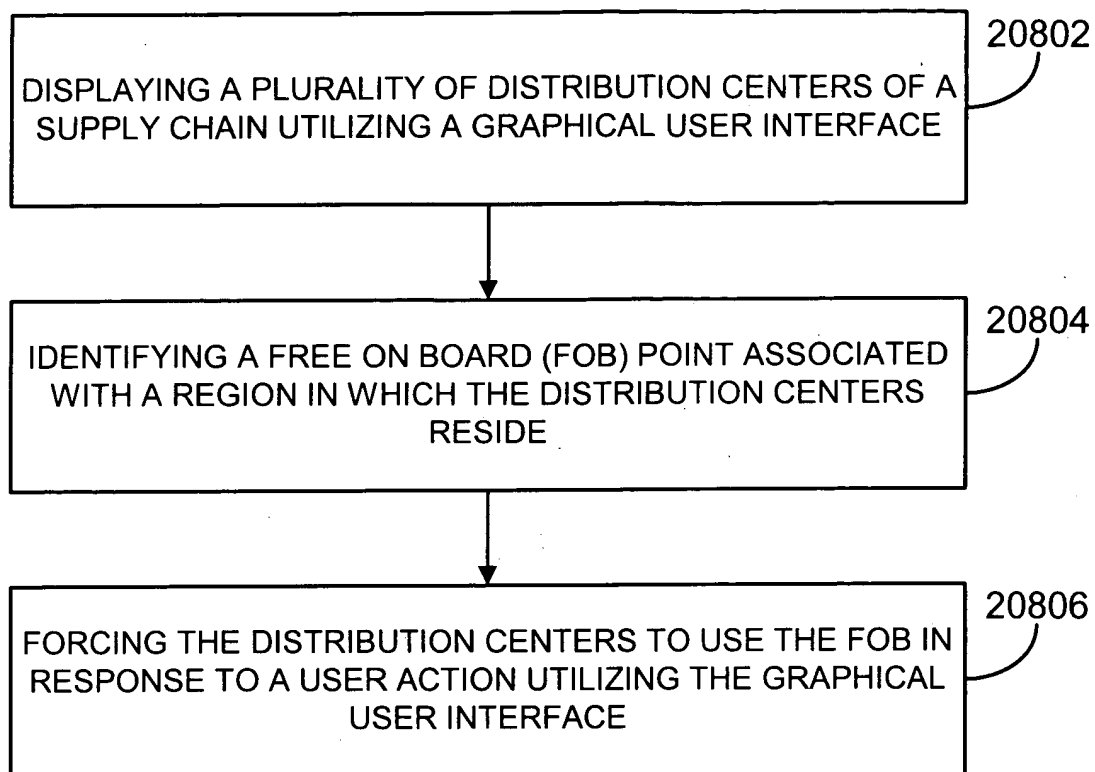


FIG. 208

20900

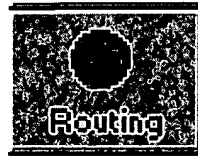


FIG. 209

21000

A screenshot of a software interface for report selection and parameter setting. The interface is divided into several sections:

- Report Selection:** Contains a "Report Type" dropdown menu with "Optimal Product Routing" selected, and a "Report Name" dropdown menu with "Freight Information Provided" selected.
- Report Parameters:** Contains three input fields: "Supplier" with "(All)" selected, "Supplier FOB" with "(All)" selected, and "Distribution Center" with "(All)" selected.
- Version:** A label "Version:" followed by a text box containing "Base Version".
- Report List:** A list of reports on the right side of the interface, including "Freight Information Provided", "LTL Routing Grid By Lane", "Routing Results By Lane", "Routing Results By Lane, Item", "Routing Results w/ RDC Breakout By Lane", "Routing Results w/ RDC Breakout By Lane, Item", and "TL Freight Variance Analysis".

FIG. 210

21100

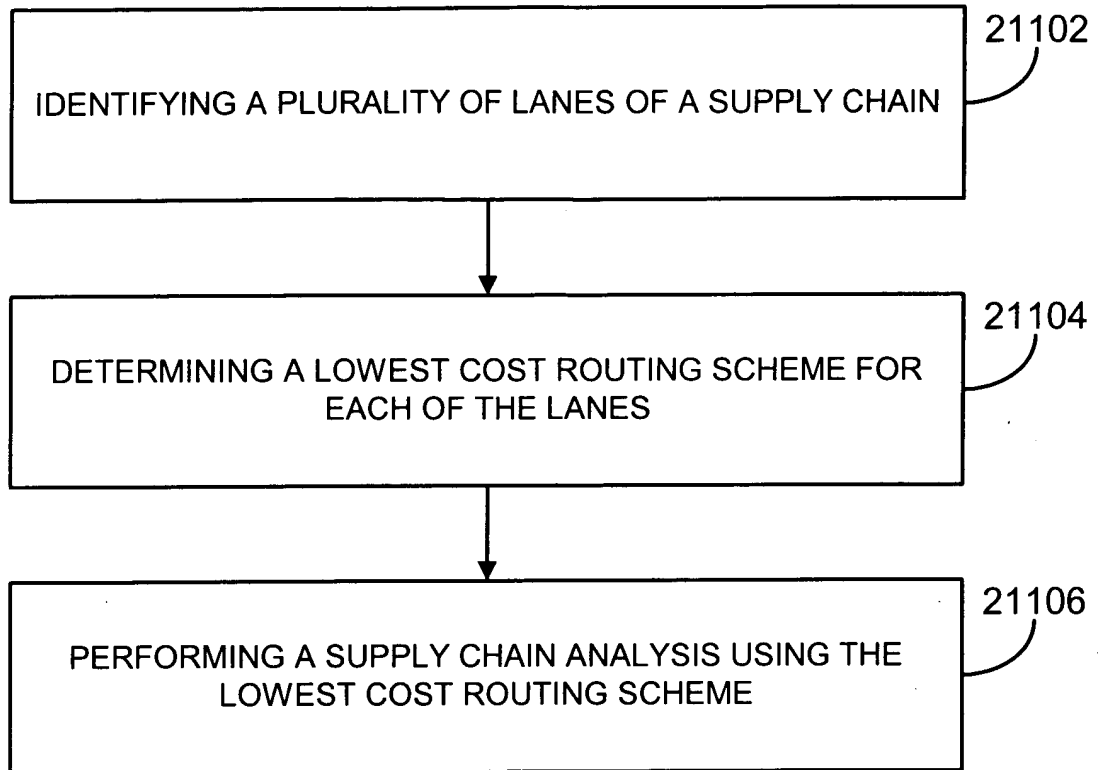


FIG. 211

21200

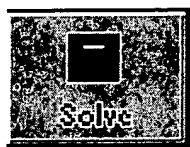


FIG. 212

21300

21302

Report Selection

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

21400

Awarded Volume by Item - Detail
 Awarded Volume by Item - Detail
 Awarded Volume by Item - Freight
 Awarded Volume by Item - Summary
 Competing DC Freight Analysis by Item
 Lane Assignment Matrix
 Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
 Assigned Volume Percentages (with conversion)
 Invoice FOB Detail Comparison (no conversion)
 Invoice FOB Detail Comparison (with conversion)
 Invoice FOB Savings Comparison (no conversion)
 Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND) ☒

Comparison Versions:

Base version	<input checked="" type="checkbox"/>
With LTL riding with CCF, forced TL	<input type="checkbox"/>
LTL moving with CCF, no Cavendish	<input checked="" type="checkbox"/>

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

22000

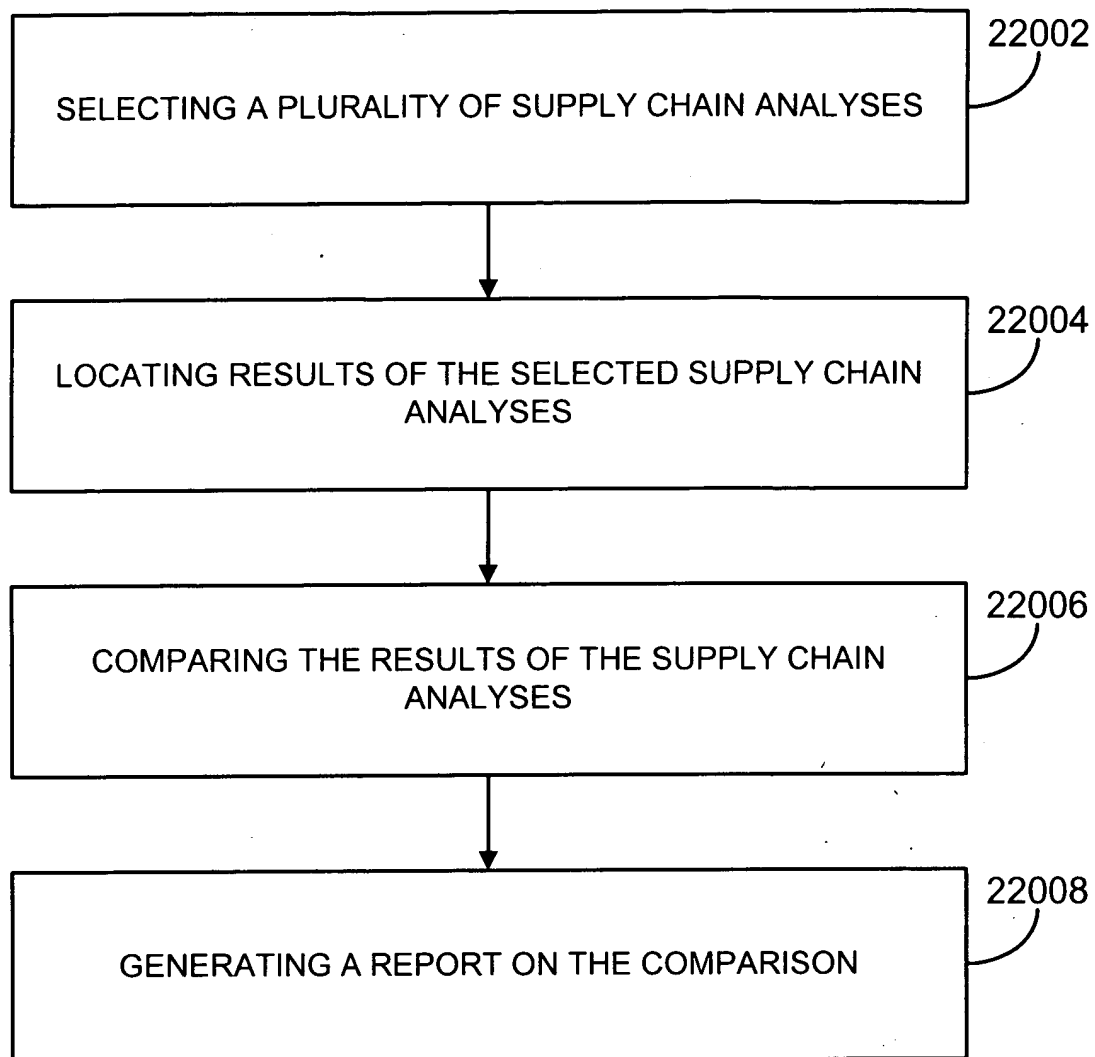


FIG. 220

22100



FIG. 221

22200

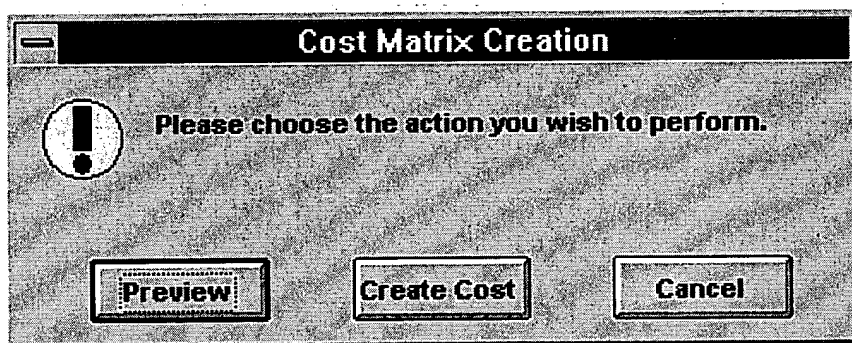


FIG. 222

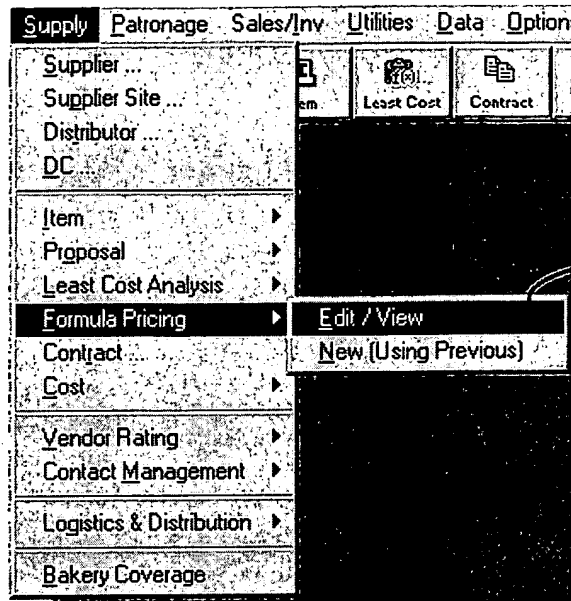


FIG. 223

22400

A screenshot of a software window titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The window has a tabbed interface with tabs for 'General Info', 'Pricing', 'Freight', 'Formulas', 'Block Cost', and 'Adjustments'. The 'General Info' tab is active. The form contains the following fields and values:

- Pricing ID:** 12
- Description:** Beef Pricing 04/06/01
- Item:** BEEF - 77%
- Raw Material Pricing Date:** 04/06/01
- From:** 03/23/01
- To:** 04/03/01
- Cost Matrix Begin Date:** 03/15/01
- End Date:** 03/28/01
- FOB Adjustment Amount:** 0.0000

A callout line points from the label '22400' to the 'General Info' tab.

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine, Tstr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.8840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9658	0.8760

FIG. 225

22600

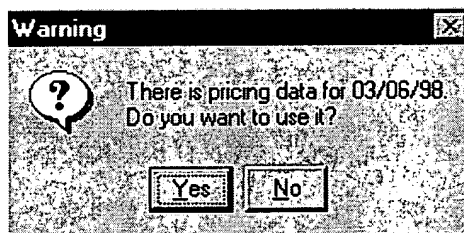


FIG. 226

22700

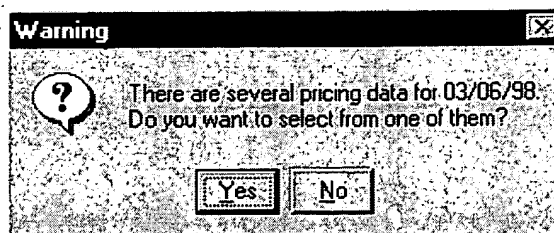


FIG. 227

22800

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info | **Pricing** | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98																	
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments							
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Total
AFS-1	0.3120	0.2871											0.1880	0.2134	0.4000	0.3924	0.9940
DIV-1	0.1400	0.1295	0.2000	0.1948	0.1400	0.1368							0.2000	0.2190	0.3200	0.3139	0.9941
GS-1	0.3270	0.3042											0.1730	0.1972	0.3600	0.3549	0.9866
S&C-1	0.2414	0.2200						0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.9721
SER-1	0.3250	0.2926											0.1750	0.1951	0.3650	0.3571	0.9684
TEX-1	0.3090	0.2766											0.3410	0.3802	0.2500	0.2452	0.9916
WHI-1	0.3250	0.2958											0.1750	0.1969	0.3650	0.3608	0.9765
WIS-1	0.3325	0.2977											0.4675	0.5165	0.1000	0.0980	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments						
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0057	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

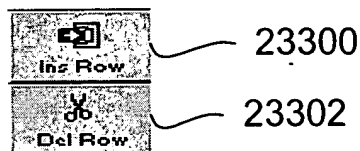


FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Help
Supplier					
Supplier Site					
Distributor					
DC					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

23600

FIG. 236